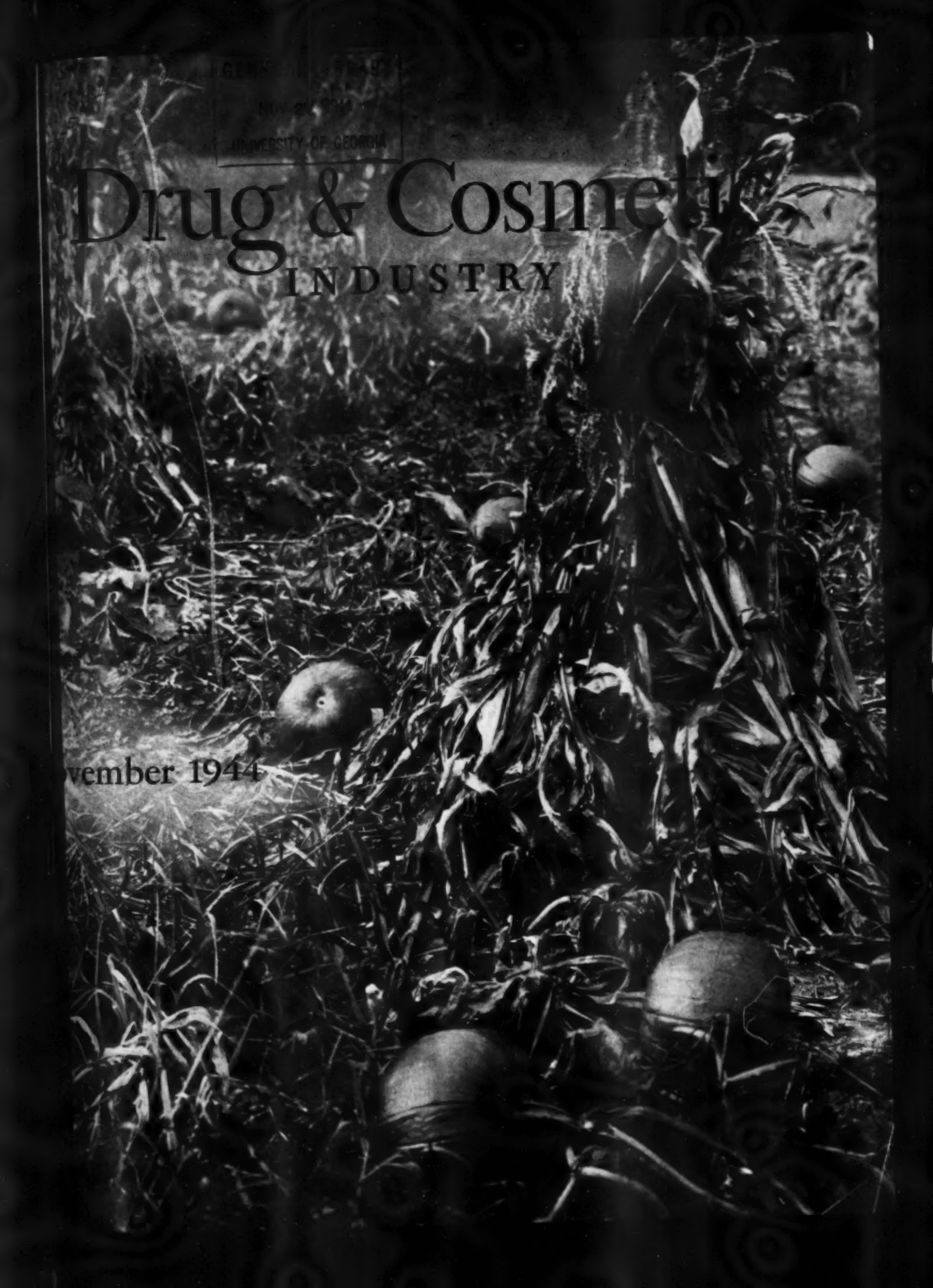
UNIVERSITY OF GEORGIA

Drug & Cosmetic INDUSTRY



vember 1944

THIS IS THE PACKER

that fills and weighs every bag of

Snow Top

PRECIPITATED CALCIUM CARBONATE

Each step of the processing of our Snow Top Precipitated Calcium Carbonate is handled as painstakingly as the packaging of the product. When production of the Precipitated Calcium Carbonate is complete and it has become the familiar dry white powder, the next step is to deliver it to the user in the same condition in which it comes from the production equipment.

Multiwall paper bags are used for this important function. Multiple walls of kraft give strength to the package and exclude moisture and any foreign matter that might contaminate the contents. These bags are completely sealed at both ends when manufactured, except for a small valve which admits the filling tube and then closes to complete the sealing of the filled bag. Automatic machinery fills the bag to the desired weight, which is 50 pounds for all grades except the lightest, where the high bulk limits the bag capacity to 40 pounds. Each bag when taken from the filling machines is check-weighed on a dial scale by the operator, to make doubly certain that it contains the correct amount of Snow Top. As a result, the customer receives Snow Top Precipitated Calcium Carbonate packaged in a form easy to handle, occupying a minimum of space and ready to be incorporated into the customer's product by the mere pulling of a string to open the bag.

Snow Top—an ingredient carefully guarded from exposure and contamination during each step of its progress from formation to formulation.

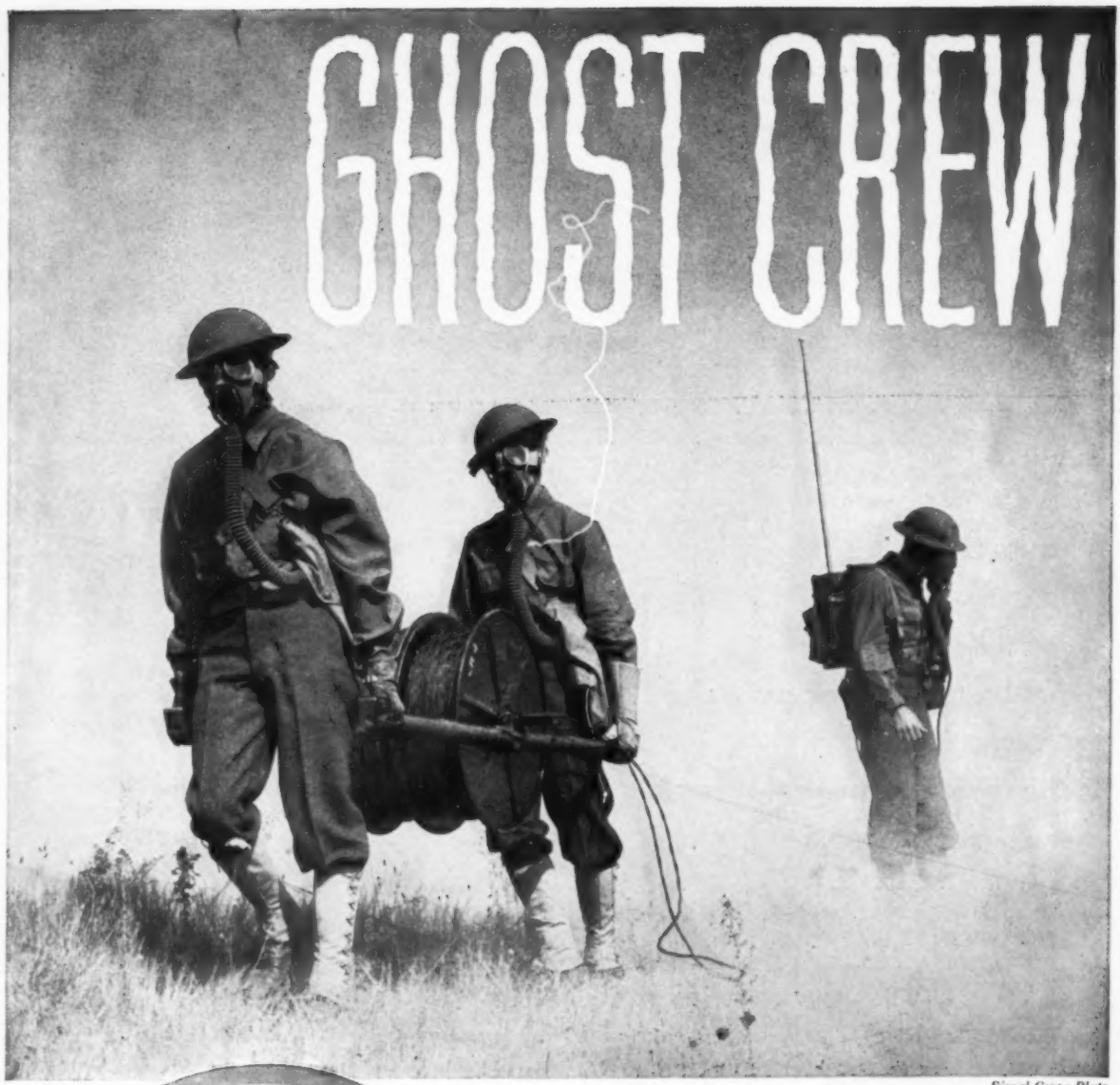
Snow Top Precipitated Calcium Carbonate ★ *Abietic Acid* ★ *Nuchar Activated Carbons* ★ *Liquid Caustic Soda* ★ *Chlorine* ★ *Lignin* ★ *Liqro Crude Tall Oil* ★ *Indusoil Distilled Tall Oil* ★ *Tall Oil Pitch* ★ *Sulphate Wood Turpentine*

SNOW TOP

INDUSTRIAL CHEMICAL SALES

DIVISION WEST VIRGINIA PULP & PAPER COMPANY

230 PARK AVENUE, NEW YORK 17, N.Y.
35 E. WACKER DRIVE, CHICAGO 1, ILLINOIS
748 PUBLIC LEDGER BLDG., PHILADELPHIA 6, PA.
844 LEADER BLDG., CLEVELAND 14, OHIO



Signal Corps Photo

BEHIND the smoke of the battle—all-important communications are laid by a "ghost crew," receiving little or no publicity, few medals, doing a tremendously important job with little fanfare.

We have our "ghost crew" too—you seldom see it, but its absence would soon become very noticeable. Metal collapsible tubes are the IDEAL package for many a product that is extremely unfriendly to tube metal. Our ghost crew of over fifty VINICOTE Interior Tube Linings solves this chemical warfare. Creep, corrosion, other reactions, are overcome. Exclusive, automatic methods of applying tube coating to tube interior assures even, non-flaking lining. If you don't know about this finer service, ask us NOW for full details.

Sheffalloy TRADE MARK REGISTERED TUBES

SHEFFIELD PROCESS

NEW ENGLAND COLLAPSIBLE TUBE CO.

3132 S. CANAL STREET, CHICAGO 16 • NEW LONDON, CONN. • W. K. SHEFFIELD, 500 FIFTH AVENUE, NEW YORK 18

THE WILCO COMPANY, 6800 McKINLEY AVE., LOS ANGELES 1

Drug & Cosmetic INDUSTRY

NOVEMBER 1944

CONTENTS

KEEPING POSTED	529
ETHICAL OR PROPRIETARY	534
DENTIFRICES	536
BRAZILIAN SASSAFRAS OIL	538
THE TRUTH ABOUT ASPIRIN	540
FOR CONTROL OF ADMINISTRATIVE LAW	542
COMPACT ROUGE	543
HOW'S YOUR TRADE-MARK?	545
PACKAGING AND SELLING	547
NEWS	567
PRODUCTION FORUM	577
ADVANCING THERAPY	591
PERFUMER'S SHELF	596
COMPOUNDER'S CORNER	600
PURCHASING DEPARTMENT	603

The Drug and Cosmetic Industry is published monthly by Drug Markets, Inc., Frazer V. Sinclair, President and Treasurer; Thomas R. Farrell, Vice-president and Secretary. Publication Address, 28 Renne Ave., Pittsfield, Mass., U. S. A. Editorial and General Office, 101 West 31st St., New York, 1, N. Y., U. S. A. Business Manager, Frazer V. Sinclair; Advertising Representatives, P. W. Alexander (on leave with U. S. Army), Walter M. Brauneiss, C. R. Keeley; Production Manager, Katherine Hyde; Circulation Manager, Harry G. Kelbly. Subscription price—$2.00 a year, in advance, Foreign Countries, $3.00. Single copies, 25c; Back issues 50c. Entered as Second Class Matter, January 1, 1928, at the Post Office at Pittsfield, Mass., under the Act of March 3, 1879. Member of Audit Bureau of Circulations.

Contents Copyrighted 1944 by Drug Markets, Inc.

Printed by Sun Printing Co., Pittsfield, Mass., U. S. A.

THOMAS R. FARRELL, Editor
ELMER SHEETS, Managing Editor
FRANCIS CHILSON, Production Editor
M. A. LESSER, Technical Editor
HARRY G. KELBLY, Market Editor
HILDA C. McCOLLOM, Art Director

ACETANILID

An important chemical with many advantages in many fields

Acetanilid is a versatile chemical. Produced by Dow to both U.S.P. and Technical standards, the former grade is widely utilized in the medical field where its characteristics as a sedative, analgesic, antipyretic, and as a mild local antiseptic, are particularly valuable. Its qualities as a preservative are effective in hydrogen peroxide and similar pharmaceuticals.

Acetanilid, Technical, is important in the manufacture of sulfanilamide and of all the other sulfonamides as well. It performs a vital part as an intermediate in the production of celluloid and various dyestuffs, and serves as an addition agent for cellulose ester coatings and lacquers.

Inquiries to Dow relative to either Acetanilid, U.S.P., or Acetanilid, Tech., whether for research or production purposes, will be answered confidentially and quickly.

THE DOW CHEMICAL COMPANY, MIDLAND, MICHIGAN

New York • Boston • Philadelphia • Washington • Cleveland • Detroit
Chicago • St. Louis • Houston • San Francisco • Los Angeles • Seattle

PHARMACEUTICAL *Chemicals*

DOW

CHEMICALS INDISPENSABLE TO INDUSTRY AND VICTORY

When you want to raise

FUNDS

on COSMETICS
DRUGS and CHEMICALS

Inventory on your own premises can be used as a basis for bank credit. Douglas-Guardian Field Warehousing immediately converts drugs or chemicals in your possession—(raw material or finished merchandise)—into collateral that is good for a bank loan.

You can readily see the advantages of having your inventory right on your own property—yet almost as liquid, for credit purposes, as listed securities.

Our long experience in the field enables us to advise you on how to arrange such a transaction quickly and easily.

Phone or write for the facts, and you will receive them from an *operating man*, whose job is to service business, not merely to get it.

DOUGLAS-GUARDIAN
WAREHOUSE CORPORATION

NEW ORLEANS 1: 118 North Front St. • CHICAGO 3: 100 West Monroe St. • NEW YORK CITY 4: 50 Broad St.
ATLANTA • CLEVELAND • DALLAS • EASTON, MD. • LOS ANGELES • MEMPHIS • SAN FRANCISCO
PORTLAND, ORE. • ROCHESTER, N.Y. • SPRINGFIELD, MASS. • PHILADELPHIA • TAMPA, FLA. • SPRINGFIELD, MO.

FINE
HEYDEN
CHEMICALS
HEYD
DEPEND
FINE
CHEMICALS
Creosote
and
Guaiacol Products
up in every respect to the high standards
American pharmaceutical manufacturer, these
reflect in color, taste and odor, the high
and uniformity characteristic of Heyden
Chemicals.
GUAIACOL CARBONATE, N. F.
CARBONATE, N. F.
POTASSIUM CREOSOTE SULFONATE
CREOSOTE, U.S.P.
MAGNESIUM GUAIACOL SULONATE, Powder
POTASSIUM GUAIACOL SULFONATE, N. F., Crystals
CALCIUM GUAIACOL SULFONATE, Powder
Write for current products list
EYDEN CHEMICAL CORPORATION
393 SEVENTH AVENUE, NEW YORK 1
BRANCH: 180 No. Wacker Drive, CHICAGO 6

The name "Kolmar" signifies top-flight quality. Fine quality in private label cosmetics created in the Kolmar Laboratories inspires confidence . . . because of precise laboratory control of raw materials and the superb craftsmanship apparent in the finished products.

At every step in the research, development and manufacture of beauty-requisites, you will find only expert technicians at work. It is an exacting science with Kolmar.

Kolmar experience and reputation assure you of products manufactured in strict compliance with the Food, Drug and Cosmetic Act.

You can be proud of products that bear your label when they are created by Kolmar Laboratories. Align your business with Kolmar today.

REPRESENTATIVES: M. C. BOYD, DOUGLAS HAGGERTY, EMPIRE STATE BUILDING, ROOM 604, NEW YORK, N. Y.
WARREN CURRY, 2304 ALTON ROAD, N. W., ATLANTA, GA.; NORMAN KOLE, 955 MERCHANDISE MART, CHICAGO, ILL.
R. F. G. BYINGTON, 1240 N. WESTERN AVE., LOS ANGELES, CALIF.; RICHARD F. SPICKER, 419 WEST FIFTH ST., CINCINNATI, OHIO

Kolmar LABORATORIES

PRIVATE LABEL COSMETICS EXCLUSIVELY

THREE PLANTS IN MILWAUKEE, WISCONSIN • PORT JERVIS, NEW YORK; ELLENVILLE, NEW YORK; NEWARK, NEW JERSEY

QUALITY COSMETICS

made better with

SONNEBORN

White Oils and Petrolatums

Leading cosmetic manufacturers have long standardized on SONNEBORN White Oils and Petrolatums . . . convincing evidence of the unsurpassed Quality, Purity and Stability of these highly refined ingredients.

A few of the end-uses of successful products containing SONNEBORN White Oils or Petrolatums are illustrated. There are many others.

The broad research facilities of the SONNEBORN laboratories, backed by 64 years of refining experience, are available for aid in current production problems and in the development of new cosmetics for postwar markets.

HAIR TONICS

OILY NAIL POLISH REMOVER

LIPSTICKS AND ROUGES

BRUSHLESS SHAVE CREAM

BRILLIANTINES

SOAPS

EYE-MAKEUP

COLD CREAMS AND CLEANSING CREAMS

HAND LOTIONS

SUNTAN CREAMS AND OILS

HAIR POMADES

SPECIAL SKIN CREAMS

WHITE MINERAL OILS

KAYDOL U. S. P. Heavy
ORZOL U. S. P. Heavy
PURITAN U. S. P. Heavy
ERVOL U. S. P. Light
BLANDOL U. S. P. Light
CARNATION
KLEAROL

PETROLATUMS U. S. P.

TYPE I: *Medium Consistency—White Protopet—Yellow Protopet and other colors*

TYPE II: *Soft Consistency — White Fonoline — Yellow Fonoline*

TYPE III: *Medium Consistency With High Melting Point —White Perfecta*

SPECIALTIES

SONO-JELL— Complete series for liquefying cleansing creams, pomades, ointments, etc.

DEO-BASE— Light hydrocarbon distillate refined to complete freedom from kerosene odor.

TRI-OL— Base for soapless oil shampoos and base for soap-sensitive skin cleansers.

WHITE OIL DIVISION

L. SONNEBORN SONS, INC.

88 Lexington Avenue, New York 16, N. Y. • Refineries: Petrolia and Franklin, Pa.

Southwestern Distributors: Sonneborn Bros., Dallas, Texas

Branch Offices: Chicago, Baltimore, Philadelphia and Los Angeles

Stocks Carried in Principal Cities

INSIDE NEWS

NOVEMBER PREPARED BY NATIONAL CAN CORPORATION, NEW YORK, N. Y. 1944

Streptothricin Joins Leaders in War on Disease

A new chemical has been discovered that is effective in killing germs that survive even after the application of penicillin or sulfa drugs. The new disease-germ killer is streptothricin.

Like penicillin, streptothricin is produced from a common mold, a type of soil bacteria called Actinomyces lavendulae. This organism is generally found in garden and field soils.

The new agent is reported to kill 25 different kinds of bacteria. Among these are two germs penicillin can't overpower: those of typhoid and dysentry. It has been found that streptothricin attacks effectively both gram-positive and gram-negative germs—the two divisions into which disease organisms are classified. Penicillin, incidentally, only kills or controls gram-positive germs.

Current uses for streptothricin are limited to war: on the front lines, in the treatment of wounds, infections and burns that do not respond to penicillin or sulfa; behind the lines, in preventing undulant fever and typhoid. It is also reported that streptothricin prevents the further growth of the tuberculosis bacillus.

Although this new drug is strong and effective, it is not as harmful as penicillin when taken in large doses. In fact, more than 10 times the required dose to effect a cure is needed before toxic symptoms appear. While penicillin can only be administered by injection, streptothricin holds the advantage because it can be taken either by mouth or injected into the system. As it is easily dissolved, the human body picks it up quickly. In spite of the fact that streptothricin, like penicillin, is an organism killer, it does not, however, damage human tissue outside of the germ body.

There are diseases where one agent can do the trick. Others require a combination. In the future, tests will show that the use of streptothricin alone, or in combination with penicillin and possible sulfa, will cure other ailments. Time and tests only will tell. 791

Clean Egg Shells

The use of antiseptic and bacteriostatic substances, or of coatings which will prove barriers to infection, has been suggested many times for washing shell eggs intended for storage. One of the most recently reported is referred to by the investigators as E-607, or, more precisely, lauric and myristic acid esters of colaminoformylmethyl pyridinium chloride.

E-607 in the wash water reduces the bacterial count from the 3 to 6 million retained after washing in plain water to a few thousand or less. Before washing, a typical count is 20,000,000. The bacterial count is not the only factor involved in keeping quality, but it is one of the factors to be controlled if storage eggs are to remain fresh and palatable. 792

Fresh Fish,—And We Can Prove It

University of California research workers have developed a mechanical nose which detects and evaluates the smell of fish, fresh or canned, and of other protein foodstuffs, more quickly and accurately than the usual organoleptic test panel and without the individual idiosyncrasies to which organoleptic tests are liable. A measured volume of air is passed over the sample, properly prepared, and the total amount of gas of the type that results from enzymic or other decomposition reactions is measured. Although these gases differ, depending on the organisms present as well as on the material under test, a common denominator in their chemical behavior has been found to be the reducing action. An alkaline potassium permanganate solution is used to measure the reducing action. 793

Green Tomatoes

Green tomato relish and crispy thin slices of sweet green tomato pickle have been farm kitchen delicacies since our grandmothers' days, but their commercial development has lagged. A wartime research project at one of the larger agricultural colleges, coupled with a season when cucumbers for fermentation became scarce and unripened tomatoes plentiful, led to the commercial salting of green tomatoes, with subsequent production of process dill pickles, relish and sweet pickle slices. The green tomatoes can also be fermented in brine, with dill weed, to yield a product with the flavor of genuine dill pickles. 794

Flash Burn Protective Cream

This flash burn protective cream according to many reports is one of the outstanding developments of the war. While at the present time a war-time product, its peace-time uses will protect many in industry from flashes from fire, electric circuits, gas flames, etc. 795

Electronic Painting

Electronic painting has been used for sides and rear of an object usually difficult to reach. An electronic tube gives the paint a negative charge, this flies to the positive charge sides or rear while spraying. Much of the waste in rust is saved by this method. 796

Nutritional Candy

Experiments in the use of new agricultural products in the candy industry have already borne fruit in the shape of candy of conventional type and taste, but containing increased quantities of thiamin, riboflavin, niacin, calcium, phosphorus and other food constituents accepted as necessary in proper nutrition. No synthetics are used, and the purpose is not primarily to make candy a nutritive element; it will remain a confection eaten because it is delicious. But these candies, including nougats, chocolate dipped fig rolls, caramels, fudge, etc., using such products as cottonseed flour, peanut flour, wheat protein flour, low-fat soy flour, etc., open a new horizon for the industry. 797

Cabbage Juice

Cabbage juice has been found to have germicidal properties in experiments at New York State Experimental Station at Geneva. Grain negative bacteria, found in the leaf of the cabbage, and also a food poisoning organism (staphylococcus aureus) and a sanitary organism (Eschenchia coli) were destroyed by the substance in the cabbage juice. 798

Colloidal Graphite Impregnation of Leather

When leather is impregnated with colloidal graphite it takes on a grey luster, acquires increased resistance to heat, exposure and moisture and shows good electrical conductivity. The graphite particles, in order that they may penetrate the leather and spread evenly through the pores, are dispersed in an olive oil soap solution that is suitable for spraying, painting or dipping. 799

King Can is fighting with our troops,
The army, navy, air corps groups.
They find he's strong, in fact a "must",
In him they put their entire trust
For Food, supplies, and V-mail too.
"When Victory's won," he writes to you,
"Research will lift its no-talk ban
"And help you with the post-war can.
"They'll solve the problems of heat and frost
"And add new strength at lower cost."

NATIONAL CAN

PLANTS: NEW YORK • BOSTON • BALTIMORE • CHICAGO • HAMILTON, OHIO • FORT WAYNE, INDIANA

Protective Creams and Industrial Dermatoses

Owing to the allergies and sensitivities of individual workers and the varied assortment of industrial hazards, it has been necessary to produce an assortment of protective creams formulated for specific protection. Consequently, an extensive line is necessary to care for all types. 800

Citrus Juices

When salt is added to citrus juice before it is processed, the fats, oils and other rancidity-producing substances will separate and float to the top, where they can be removed before the hot juices are sealed in the container. The quantity of salt required is not sufficient to injure the flavor of the juice. 801

Cotton Worm Enemy

Insect eggs from Argentina have been flown here to hatch a deadly enemy of the dreaded cotton leaf worm which threatens Southern cotton. 802

Thirst Quencher

According to a British scientist the sensation of thirst can be entirely suppressed by rinsing out the mouth with a weak solution of cocaine. 803

Russian Serum

Selected patients at an unnamed British hospital are receiving treatments with a new serum which was sent from Moscow to the Empire Rheumatism Council. The serum is stated to have been used with success in Russia for bone fractures, arthritis, burns, typhus, peurperal fever, pneumonia and tonsilitis. 804

Insecticidal Action of Inert Dusts

Recent investigations on the insecticidal action of inert dusts show it to be highly probable that such dusts owe their action to their abrasive effect in removing the film of wax which lies outside the insect's epicuticle thereby speeding up the rate of loss of vital moisture by the insect. Work carried out on Drofophila flies, house flies, house spiders and mosquitos has shown charcoal of plant or animal origin to be the most effective of the various dusts tested. 805

Treatment of Burns

Efficacy for the treatment of burns, is claimed for a mixture of equal parts of prontosil with tannic acid in the form of an impalpable powder which is blown on the surface of the burn with an atomizer. The protective layer so formed is said to reduce the healing period and to keep scar formation at a minimum. 806

Technical Topics

MANGANESE DEFICIENCY — Manganese deficiency of fruit trees has been quickly corrected in England by injecting solid manganese sulphate into large branches and trunks of cherry trees, restoring green color to the leaves which were chloric through manganese deficiency. A solution of manganese sulphate could be used either as an injection or a spray. 807

PERSIC OIL — Last war, we saved peach pits for gas masks, — this war, the Australians save them for food. A "fixed" edible oil, undistinguishable from almond oil except by colorimetric tests, is being produced commercially in Australia from peach and apricot kernels. Officially designated "persic oil," it is described as a clear pale yellow oil, with a slight and characteristic odor, bland and nutty taste. It can be used interchangeably with other edible oils such as almond, cottonseed, corn, olive, peanut and sesame. 808

PECTIN SUGGESTED AS EMULSIFICANT—Pectin is suggested to replace acacia as an emulsificant for cod-liver oil or petrolatum oil. It is used in the proportion of 1 gram to 50 c.c. 809

EMULSIFIED LINIMENTS—Stability of emulsified liniments of the ammonia type is increased by the addition of carbon tetrachloride, which equalizes the specific gravity of both the inner and the oil phases. 810

OXIDATION OF ETHER—Propyl gallate is reported to inhibit autooxidation of ether, with the formation of peroxide, when present to the extent of but 0.005 per cent under conditions most favorable to oxidation. Minute traces are protective under normal conditions. 811

EFFICIENCY OF FLYSPRAYS — Efficiency of flysprays containing pyrethrum and an alkyl thiocyanate is increased by the addition of ethleneglycol ether of pinene. 812

COLLOIDAL LEAD IODIDE FOR DISSOLUTION—Colloidal lead iodide for dissolution in motor fuel is produced by mixing 10 grams of acetate of lead, dissolved in 500 c.c. of 1 per cent aqueous solution of glucose, and 10 grams of potassium iodide, similarly dissolved, boiling five minutes, cooling to 37.8°C., and filtering. Subjection to 0°C. produces crystalloids, which can be separated by centrifuging and dried. 813

LAURYL SULFONIC ACID SODIUM—Lauryl Sulfonic Acid Sodium has recently been proposed for use in toothpastes in place of soap in quantities of one to three per cent. Experiments with certain specified doses of this product resulted in non-detrimental effects, indicating that this material is not harmful to humans. Many other experiments have been carried out to determine the desirability of soap in toothpastes with interesting results. 814

RUTIN — Renewed interest has been stimulated in rutin, an effective therapeutic agent in the treatment of increased capillary fragility. Its extraction is from flue-cured tobacco, and then percolated with alcohol. 815

ELECTROLYTIC TREATMENT — Electrolytic treatment in molten caustic soda pickles mild, silicon, and stainless steels to produce a surface highly suitable for plating, galvanizing, vitreous enameling, and painting. It also imparts some degree of rust resistance. 816

ALCOHOL-SOLUBLE RESINS — A new group of alcohol-soluble resins, useful as heat-sealing, grease-resistant coatings for food containers and as protective coatings for wood and metal, has been developed and is now in commercial production. 817

SOAP — Irritative effects of cocoanut oil soaps on some skins are attributable to the short-chain fatty acids of the oil (caproic, caprylic and capric), rather than to the long-chain acids (lauric and myristic). Myristic acid is said to make the most skin-gentle soap. 818

ALUNITE MUD — Development of an alunite mud in Western Australia as a source of aluminum, as well as sulphate of potash and glauber's salt, has been started in a plant at Lake Campion. Production of the alkaline sulphates is reported running at 5,000 tons a year. 819

LEVULOSE—A levulose is obtained containing syrup by a new method recently patented. Levulose in essence is fructose—the element which makes honey sweet—and is much sweeter than dextrose. 820

Every effort will be made to furnish additional information on these articles. Where such information is not obtainable, we will refer inquiries to the original source of the article. Write to National Can Corporation, 110 East 42nd Street, New York City. Please mention the number at end of article — also name of the magazine you saw it in.

NATIONAL CAN CORPORATION

Manufacturers of

SANITARY PACKERS CANS • PLAIN AND LITHOGRAPHED CANS FOR FOODS, DRUGS, OILS, PAINTS, VARNISHES • STEEL DRUMS AND PAILS

Deliveries Subject to Priority Ratings

(*Advertisement*)

Which way is the wind blowing in India?

The direction can be very easily ascertained from the following press message from Calcutta dated 25-12-1943.

"An assurance that the Government of India were very anxious to help Indian industries in the matter of their development in the post-war period was given by Sir Azizul Haque, Commerce Member, Government of India, when he met the Committee of the Bengal National Chamber of Commerce yesterday.

"He added that the object of the Government in issuing a detailed questionnaire on the subject recently was to elicit as much information as possible on the requirements of Indian industries during the post-war period in order to facilitate the placing of orders with foreign manufacturers ahead, allaying the apprehensions felt by the Chamber that the import of consumers' goods from abroad as an anti-inflationary measure, might injure the interests of Indian industries manufacturing similar goods in this country.

"Sir Azizul explained that the list of goods to be imported was being carefully scrutinized by the Government, and every care was taken that the import of goods from abroad did not injure the interests of Indian industries. The Government of India were also considering a proposal for associating an Advisory Committee with them in the matter of preparation of this list. He further assured them that the Government of India were taking all possible steps to import raw materials and chemicals from abroad for helping Indian industries."

There cannot be any doubt therefore that the Indian Government intends to encourage the pharmaceutical industry even if it has to give it considerable protection.

Make your plans now for post-war expansion

THE SERVICE WE CAN OFFER

(1) A modern packing plant under hygienic conditions, air-conditioned where necessary.
(2) A first-class tablet manufacturing plant.
(3) Training of representatives for their particular assignment financed by our Principals, or ourselves according to arrangement.
(4) An all-India distribution with direct dealer contact throughout India by our own representatives.
(5) Control of ethical propaganda.
(6) A comprehensive and up-to-date mailing list of the Medical profession and hospitals throughout India, all accurately classified.

NOTE: Our business is to act as importers and distributors on an all-India basis for ethically marketed preparations. We specialize in importing in bulk and repacking with indigenous or imported packing materials and accessories.

Send your enquiries to us

GEOFFREY MANNERS & CO., LTD.

Manufacturing Concessionaires (Pharmaceutical) Importers and Distributors

POST BOX No. 976, BOMBAY, INDIA · Branches: CALCUTTA, MADRAS and LAHORE

The iodine in this Kimble "crush" ampul can be applied quickly and easily to wounds. These ampuls are but one of the many types of essential Kimble Glass Containers. ★ Life-saving and pain-relieving materials could never be effective without the containers that carry them to the point where they go into action.

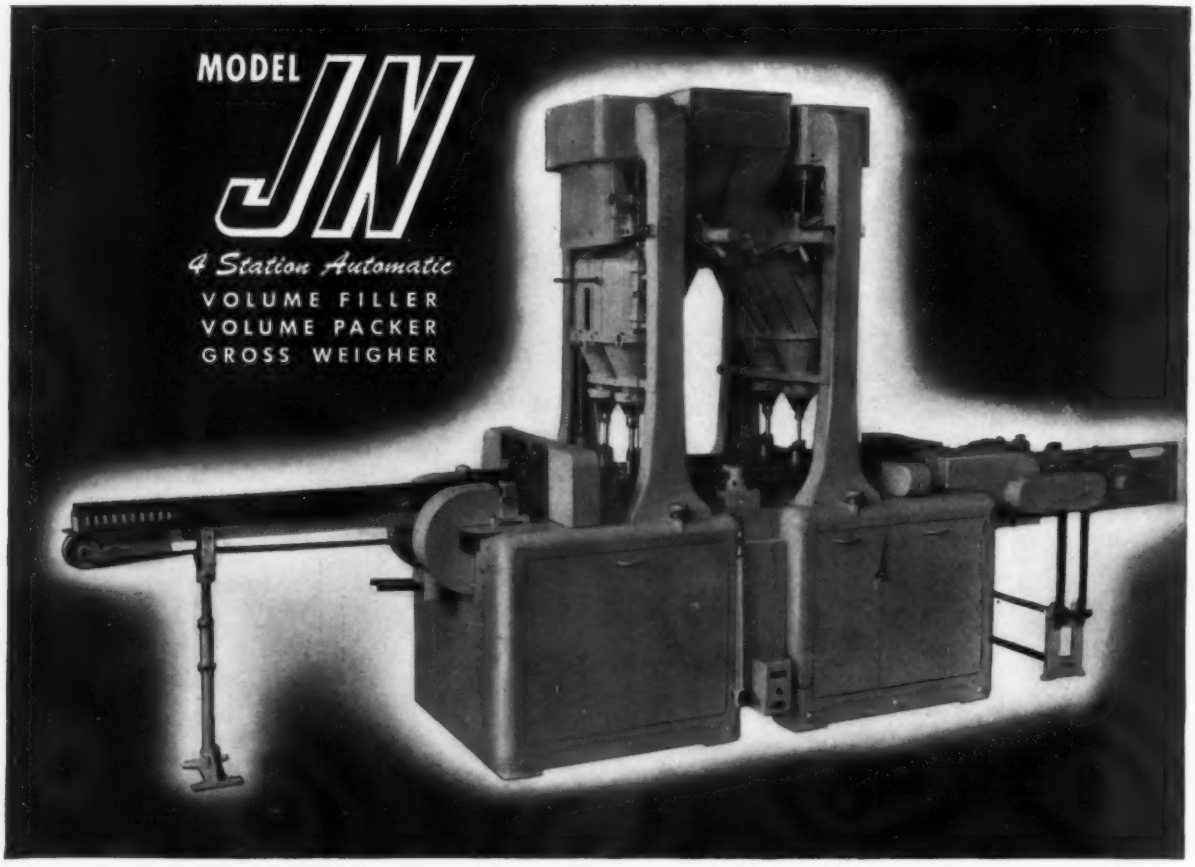
KIMBLE *Glass* CONTAINERS *For Assurance*

• • • *The Visible Guarantee of Invisible Quality* • • •

Here Comes our House!

Complete pre-fabricated houses are rolling off the assembly line at the rate of one every forty seconds. We doubt that even post-war marvels will revolutionize the perfume industry to this extent. But when new wonders in creating fine fragrances are but hinted at, our master perfume-chemists will be in the front line testing their feasibility.

VAN AMERINGEN-HAEBLER INC.
315 FOURTH AVENUE • NEW YORK 10, N. Y.



. . . for all types of powdered, granular and paste materials

The new Model JN is unique in that it will pack, or pack and weigh, automatically. It can be adjusted for controlled pressure—the machine can be adapted easily to suit the size and type of container required, and the material handled.

The many new automatic features, plus the speed and accuracy of the JN, soon pay for the machine through savings on labor costs alone. It will pay to get full details and specifications—there are many features never available before—write today!

Filled and packed on the Model JN at a speed of 120 per minute, with an accuracy within ⅛ ounce.

Send U.S. details on any of your packaging problems—we have the machines and the engineering background to help solve them.

US *Automatic Box Machinery Co. Inc.*

Owning and Operating

NATIONAL PACKAGING MACHINERY CO. • CARTONING MACHINERY CORP.

18 ARBORETUM ROAD, ROSLINDALE, BOSTON 31, MASS.

Branch Offices: NEW YORK CLEVELAND CHICAGO
LOS ANGELES (KRUGH EQUIPMENT & SUPPLY CO.)

what's new... CHOLINE!

Are you giving consideration to this new member of the vitamin B complex?

This new vitamin is currently the subject of much clinical research, and is rapidly gaining recognition. Recent clinical experiments with choline show promise in the alleviation of cirrhosis of the liver.

Results with experimental animals indicate that a dietary deficiency of choline produces various pathological symptoms, including fatty and cirrhotic livers, hemorrhagic kidneys and bone deformities.

Other potential uses of choline are outlined, in detail, in Calco technical literature . . . which is available upon request.

Choline is offered by Calco in two forms: (1) CHOLINE CHLORIDE, which is the most commonly used salt of choline; and (2) CHOLINE DIHYDROGEN CITRATE, which is a more recently developed form developed by Calco for pharmaceutical use.

CHOLINE DIHYDROGEN CITRATE has a pleasantly acid taste and is somewhat less hygroscopic than the chloride, consequently it is more suitable for use in pharmaceutical preparations.

New Products

Choline Chloride
Choline Dihydrogen Citrate

★

Ask, Also, About These Other Available CALCO Products

Sulfadiazine U.S.P. and Sodium Salt
Sulfapyridine U.S.P. (and Sodium Monohydrate)
Nicotinamide U.S.P.
Sulfanilamide U.S.P.
Cinchophen N.F.
Neocinchophen U.S.P.
Sulfathiazole U.S.P. (and Sodium Monohydrate)
Mandelic Acid U.S.P.
Methylene Blue U.S.P. (Powder-Crystals)
Calcium Mandelate U.S.P.
Glutamic Acid HCL
Calcium and Sodium Pantothenate
Menadione
Phenothiazine (For Veterinary Use)
Certified Colors for Pharmaceutical and Cosmetic Use

ARMY E NAVY

Pharmaceutical Department
CALCO CHEMICAL DIVISION
AMERICAN CYANAMID COMPANY
BOUND BROOK — Calco — NEW JERSEY

It's Time to Replace Some Signs Over Here

From that dismal day when Britain feared invasion, not a station name board, not a road marker—not even a street sign betrayed the whereabouts of any English village.

But with Allied troops pushing further inland on the Continent, the signs have been replaced, and now you can tell where you're going.

It seems to me there's a parallel here of importance to all of us interested in any phase of the drug and cosmetic industry.

For sufficient (if not always good) reasons, druggists and customers have been almost as much in the dark about many products as a blindfolded traveller in a blackout groping his way from one nameless town to another.

It's time for the signs to go up again on branded, nationally sold merchandise. Yes, I know the war isn't over. I know there are and will still be shortages of this and that. I know people will be disappointed at not always getting all of everything they want.

But I know too that "hope deferred maketh the heart sick"—that the promise of old, familiar products tempers at least the enduring of less fortunate choices, and paves the way for their triumphant return.

I would give every manufacturer second sight. I would ask him to see not the market of 1945, not that of '46 or even '47—but his position five and ten years from now.

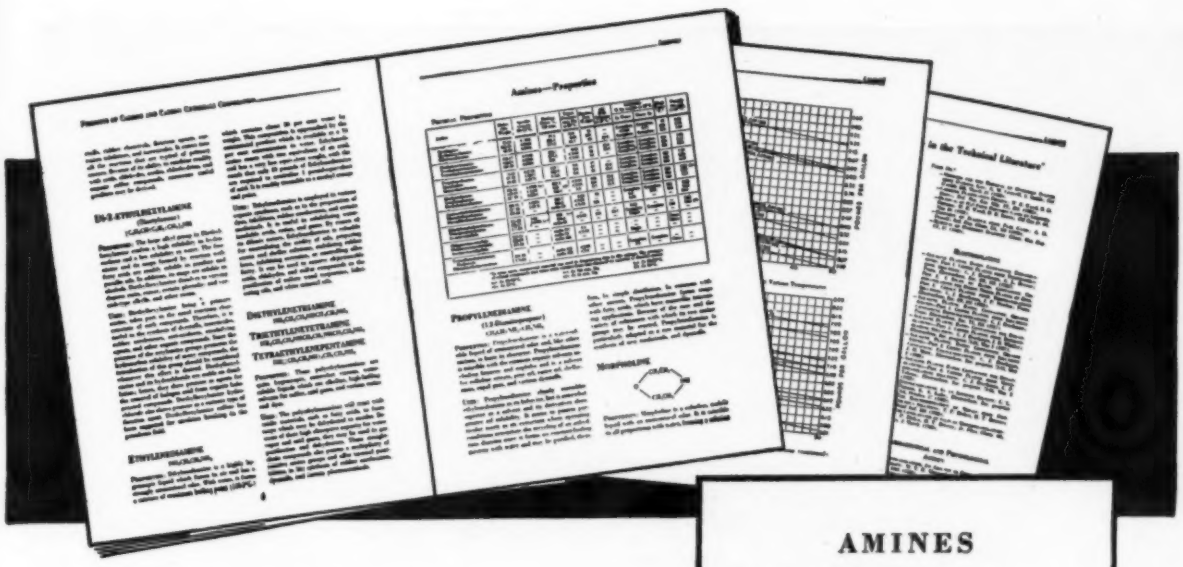
Because to prosper *then*, he must prepare *now*. If millions of customers are to come his way over the years, he must start putting up his road signs today. For a path without direction is a temptation to aimless wandering—as easily away from him as toward him.

Druggists and consumers alike need to be told now, clearly, unmistakably and frequently, where to go for reliable, useful merchandise. There are many ways to tell the consumer – there is only one dependable means of telling the druggist. That is his business magazine, the publication devoted solely to his interests.

PUBLISHER

THE PHARMACEUTICAL BUSINESS MAGAZINE
572 Madison Avenue • New York 22, N. Y.

American Druggist



"AMINES"

This new booklet is crammed with useful information about these interesting compounds

THE 25 amines produced on a commercial scale by Carbide and Carbon Chemicals Corporation are used in emulsifiers for camouflage paints, insecticides, and cutting oils. They are also used as carbon-removers, corrosion-inhibitors, and acid gas absorbents, and as intermediates in the production of dyes, detergents, photographic compounds, and pharmaceuticals. Each of them is described in this new publication available now for the first time.

Included in the booklet are general descriptions, physical properties (including graphs), specifications, and applications of these important chemical raw materials, as well as helpful bibliography.

You can have a copy of the booklet, "Amines," by writing for it. There is no obligation.

Similar booklets are available on "Glycols," "Organic Acids," and "Columbia Activated Carbon." We will be glad to send you a copy of whichever ones you need.

AMINES

Ethylenediamine
Diethylenetriamine
Triethylenetetramine
Tetraethylenepentamine
Propylenediamine

•

Monoethanolamine
Diethanolamine
Triethanolamine
Methyldiethanolamine
Diethylethanolamine
Aminoethylethanolamine
Phenylethanolamine
Phenyldiethanolamine
Ethylphenylethanolamine
Triisopropanolamine
Tetraethanolammonium Hydroxide

•

Butylamine
Diethylhexylamine

•

Acetoacetanilide
Chloracetoacetanilide
Dichloracetoacetanilide
Acetoacet-o-toluidide

•

Morpholine
Thialdine
Phenylmethylpyrazolone

For information concerning the use of these chemicals, address:

CARBIDE AND CARBON CHEMICALS CORPORATION

Unit of Union Carbide and Carbon Corporation

30 East 42nd Street UCC **New York 17, N. Y.**

PRODUCERS OF SYNTHETIC ORGANIC CHEMICALS

Chênene

A highly perfected substitute for Oakmoss Absolute

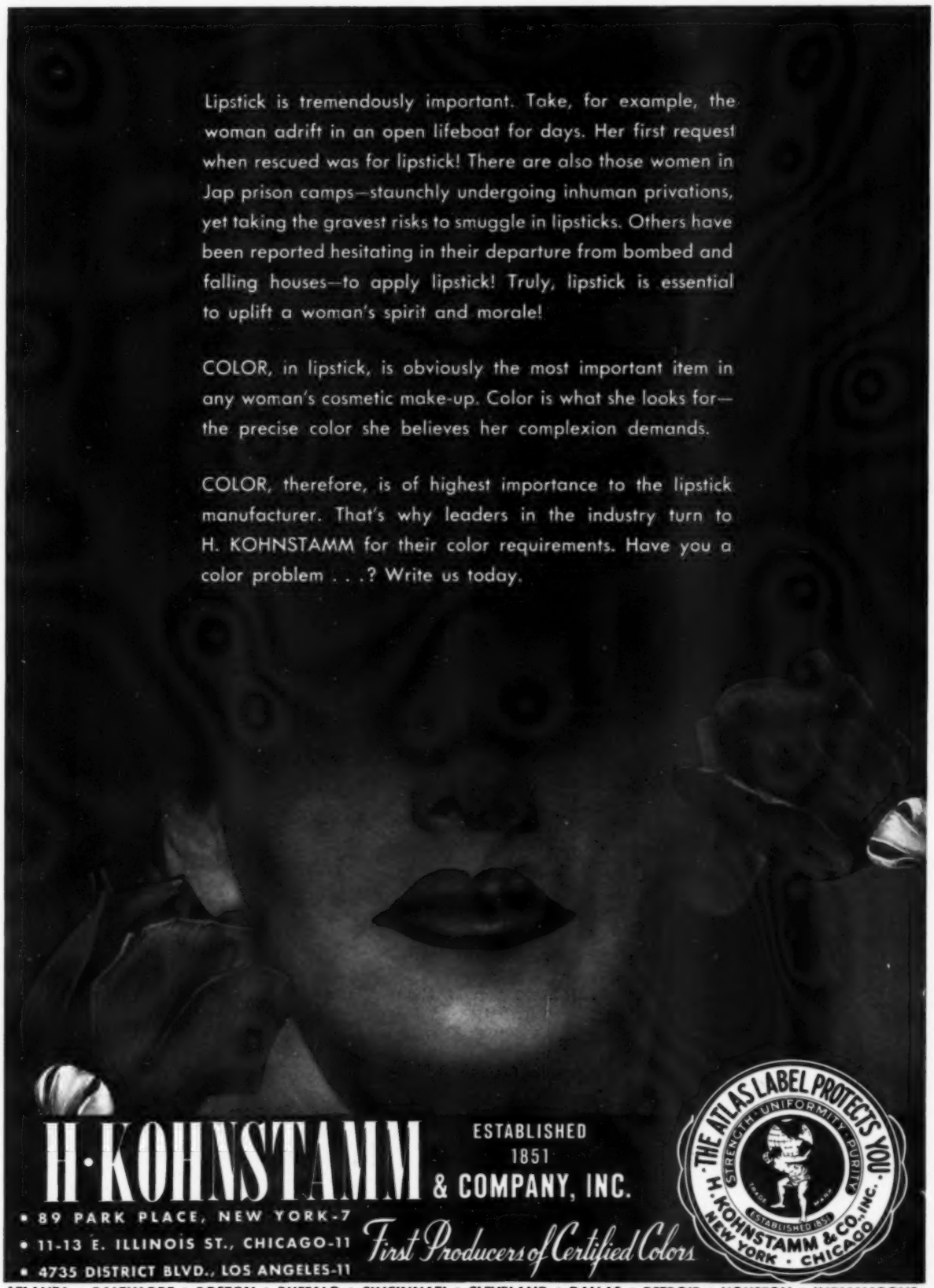
Resinoid Moussêne

The ideal substitute for Oakmoss Resinoid

SCHIMMEL & CO., INC.

601 WEST 26th STREET
NEW YORK 1, N. Y.

Chicago • Cincinnati • Los Angeles • San Francisco • St. Louis


Lipstick is tremendously important. Take, for example, the woman adrift in an open lifeboat for days. Her first request when rescued was for lipstick! There are also those women in Jap prison camps—staunchly undergoing inhuman privations, yet taking the gravest risks to smuggle in lipsticks. Others have been reported hesitating in their departure from bombed and falling houses—to apply lipstick! Truly, lipstick is essential to uplift a woman's spirit and morale!
COLOR, in lipstick, is obviously the most important item in any woman's cosmetic make-up. Color is what she looks for—the precise color she believes her complexion demands.
COLOR, therefore, is of highest importance to the lipstick manufacturer. That's why leaders in the industry turn to H. KOHNSTAMM for their color requirements. Have you a color problem . . .? Write us today.
H·KOHNSTAMM
ESTABLISHED 1851
& COMPANY, INC.
• 89 PARK PLACE, NEW YORK-7
• 11-13 E. ILLINOIS ST., CHICAGO-11
• 4735 DISTRICT BLVD., LOS ANGELES-11
First Producers of Certified Colors
THE ATLAS LABEL PROTECTS YOU
STRENGTH · UNIFORMITY · PURITY
ESTABLISHED 1851
H. KOHNSTAMM & CO. INC.
NEW YORK · CHICAGO
ATLANTA • BALTIMORE • BOSTON • BUFFALO • CINCINNATI • CLEVELAND • DALLAS • DETROIT • HOUSTON • INDIANAPOLIS
KANSAS CITY, MO. • MINNEAPOLIS • NEW ORLEANS • OMAHA • PHILADELPHIA • PITTSBURGH • ST. LOUIS • SAN FRANCISCO

VALSE des Fleurs — A gay lilting fragrance with romantic charm and appeal whose lingering memory is never forgotten.

For fine perfume, toilet water, cologne and powders.

COMPAGNIE PARENTO INC.

CROTON-ON-HUDSON, NEW YORK
NEW YORK • CHICAGO • DETROIT • LOS ANGELES
SAN FRANCISCO • SEATTLE • PHILADELPHIA
TORONTO • MONTREAL • LONDON, ENGLAND

GLYCERINE

is off allocation! Plenty of Glycerine is now available for the production of civilian goods!

DON'T MISS THIS! Glycerine Diorama—Booth 11,
National Chemical Exposition, Chicago Colosseum, Opening Nov. 15

FREE! NEW BOOKLET, "Nothing Takes the Place of Glycerine — 1583 Uses For It." Send for your copy to Glycerine Producers Association 295 Madison Ave., New York 17, N. Y.

Fashion Forecast

POST WAR planners in the cosmetic industry look for a great fashion revival. They know that *Nail Enamel* will be in the lead in fashion cosmetics.

Durlin's laboratory and factory have been busy with war work and in giving every possible help to *Durlin* customers. But we have never lost sight of the great opportunities that new technical developments will open for cosmetic manufacturers in *Nail Enamel.*

It's never too early for planning. Be ready for an eager market on *Durlin Nail Enamel.*

DURLIN CO.

Foremost Name in Bulk Nail Enamel

744 BROAD STREET NEWARK 2, NEW JERSEY

AMERICAN DISTILLED OILS

★

PRODUCED
at our
BROOKLYN FACTORY

•

CLOVES CARDAMOM OPOPONAX PIMENTO
NUTMEGS CELERY OLIBANUM

also

LINALOOL CITRAL EUGENOL
OIL OF ALMONDS SWEET Expressed U.S.P.

•

RESIN LIQUIDS

OLIBANUM BALSAM PERU
LABDANUM MACE BALSAM TOLU
OPOPONAX STYRAX TONKA

George Lueders & Co.

427 WASHINGTON STREET, NEW YORK 13, N. Y.

BRANCHES • CHICAGO • SAN FRANCISCO • MONTREAL
REPRESENTATIVES: ST. LOUIS—PHILADELPHIA—TORONTO—LOS ANGELES

Essential Oils ◆ *Aromatic Chemicals* ESTABLISHED 1885 *Perfume Materials* ◆ *Colors*

HAVE YOU

AN UNSOLVED DISPERSION OR EMULSION PROBLEM?

Our specialty is to help solve product problems, the answer to which you may not have found to date. Intense specialization on emulsions, dispersing and surface active materials has given us a "knack" which often breaks a bottleneck in production or sales promotion.

Our type of service is exemplified by the following: The consultant for a large cosmetic house came to us with a seemingly impossible problem. The client wanted a product altered so as to permit of different and novel packaging and an entirely new sales promotion angle. The very nature of the change called for was antagonistic to the known and accepted standards of behavior of the composition involved. We made available two custom built, surface active materials developed according to the consultant's specifications and worked with him on their successful application. This made it possible for that manufacturer to write up $25,000 worth of orders in two days from hastily and incompletely packaged samples. Furthermore, we believe our cooperation has given his product a competitive edge in quality and sales presentation to the consuming public.

We can't promise to do as well for you but do promise to give your unsolved product problems conscientious and thorough study so as to help you achieve your objective. No obligation is involved in taking advantage of this service.

THE DISPERGENT CO.

1 East 53rd Street
New York 22, N. Y.

SPECIALISTS IN CUSTOM BUILT EMULSIFIERS, DISPERSING AND SURFACE ACTIVE AGENTS

INDOLINE

Not a substitute for INDOL but a product superior in

LASTING QUALITY
SWEETNESS and
PERFUME VALUE

Please Write for Free Sample

Norda

ESSENTIAL OIL AND CHEMICAL COMPANY, INC.

NEW YORK OFFICE
601 WEST 26TH STREET

CHICAGO: 325 W. HURON STREET
LOS ANGELES: 2800 E. 11TH STREET
ST. LOUIS: 1123 WASHINGTON AVE.
FRANCE: PLACE VENDOME, 8, PARIS
ST. PAUL: 253 E. 4TH STREET
HAVANA, CUBA: AMARGURA 160
CANADA: 119 ADELAIDE ST., W. TORONTO
135 COMMISSIONERS ST., WEST, MONTREAL
ENGLAND: 17 CREECHURCH LANE, LEADENHALL ST., LONDON, E. C. 3

ZINC STEARATE

U.S.P. MERCK

Other materials available for use in powders are:

★ ★ ★

MAGNESIUM CARBONATE U. S. P. POWDER MERCK

CALCIUM CARBONATE U. S. P. PRECIPITATE MERCK

KAOLIN N. F. and KAOLIN COLLOIDAL N. F. MERCK

ZINC OXIDE U. S. P. MERCK

Quotations and samples will be furnished to manufacturers on request.

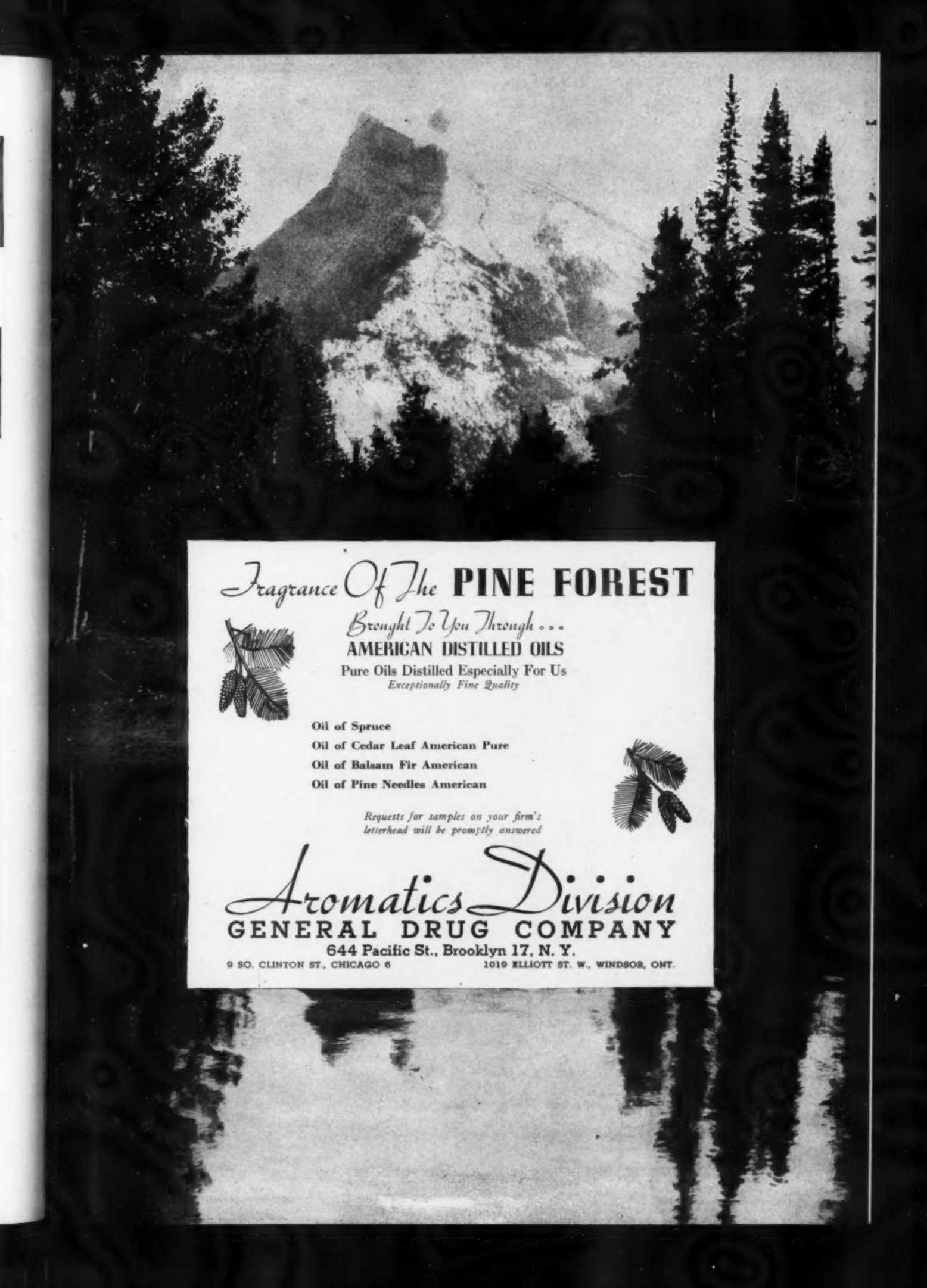
★ High quality ZINC STEARATE U.S.P. MERCK is still available for incorporation into first grade powders.

Manufactured from best quality *Triple-Pressed Stearic Acid,* ZINC STEARATE U.S.P. MERCK is an exceptionally smooth, free-flowing, white powder, with excellent adhering properties and fine "slip." It also is free from gritty or harsh particles, and from foreign or rancid odor. It contains not more than 20 parts LEAD per million, and not more than 2 parts ARSENIC per million. It complies with the specifications of *The U. S. Pharmacopoeia.* Added to other ingredients in correct proportions, Zinc Stearate U.S.P. Merck will give your powder effective covering properties, perfect adherence, fineness of texture, and the bulkiness desired.

MERCK & CO., Inc. *Manufacturing Chemists* **RAHWAY, N. J.**

New York, N. Y. • Philadelphia, Pa. • St. Louis, Mo. • Elkton, Va. • Chicago, Ill. • Los Angeles, Cal.

In Canada: MERCK & CO. Limited, Montreal and Toronto



Fragrance Of The PINE FOREST

Brought To You Through . . .

AMERICAN DISTILLED OILS

Pure Oils Distilled Especially For Us

Exceptionally Fine Quality

Oil of Spruce

Oil of Cedar Leaf American Pure

Oil of Balsam Fir American

Oil of Pine Needles American

Requests for samples on your firm's letterhead will be promptly answered

Aromatics Division

GENERAL DRUG COMPANY

644 Pacific St., Brooklyn 17, N. Y.

9 SO. CLINTON ST., CHICAGO 6 — 1019 ELLIOTT ST. W., WINDSOR, ONT.

In its laboratory Givaudan helps to solve many of the deodorant and reodorant problems that confront manufacturers in many fields . . . from cosmetics, soaps, etc. to paint, printing inks, rubber, paper and textiles.

A rigid control is exercised by analyses and olfactory examination of all raw materials and finished products... an additional safeguard of Givaudan quality. Givaudan has developed many special materials which have increased the scope and efficiency of cosmetics and toiletries Among these are such products as Musc Cibata, Cetyl Alcohol, Sunburn Preventives and many others.

AN OFFER OF *Cooperation* TO MEET THE CHALLENGE OF TOMORROW... THROUGH GIVAUDAN RESEARCH

As the military demands for materials normally used in the perfume, cosmetic and soap industries level off, more and more opportunities are being offered to manufacturers for construction planning of postwar products.

To these manufacturers Givaudan offers the full cooperation of its research laboratories. If you have special aromatic or perfuming problems, or if you need assistance in planning new products—or whole new lines of cosmetics—you will find Givaudan ready, willing and able to give you a helping hand. Illustrated here are a few of the up-to-the-minute facilities at your disposal.

BUY WISELY... BUY GIVAUDAN

Givaudan-Delawanna, Inc.

330 WEST 42nd STREET • NEW YORK 18, N. Y.

Ribbon Gum Tragacanth

EXTRA SELECT RIBBON GUM TRAGACANTH is MOTHER NATURE'S FAVORITE . . . and it is obtained from favorite districts . . .

Experience gained from years of direct importing and Laboratory investigation enables us to purchase at the time when, and in the place where, *the Ribbons with the complete rich benefits of Nature are available.* This is true not only of the Extra Select Ribbons but the No. 1 to No. 4 grade Ribbons and Flakes . . . also the *Evenized* Powder Standards.

YOUR ORDERS or INQUIRIES are INVITED . . . BARRELED STOCK FOR PROMPT SHIPMENT

S. B. PENICK & COMPANY

50 Church Street, New York 7, N. Y. Telephone: COrtlandt 7-1970

735 W. Division Street, Chicago 10, Ill. Telephone: MOHawk 5651

THE WORLD'S LARGEST BOTANICAL DRUG HOUSE

BUY WAR BONDS AND STAMPS . . . FOR VICTORY

Staff Allen's

English Distilled Oils

Stafford Allen & Sons Ltd.,
LONDON, ENGLAND

CLOVE
LAVENDER
NUTMEG
ORRIS
PATCHOULY
PEPPERMINT
SANDALWOOD

BRITAIN DELIVERS
THE GOODS

The Markets of the world accord highest honors to these valuable distilled oils

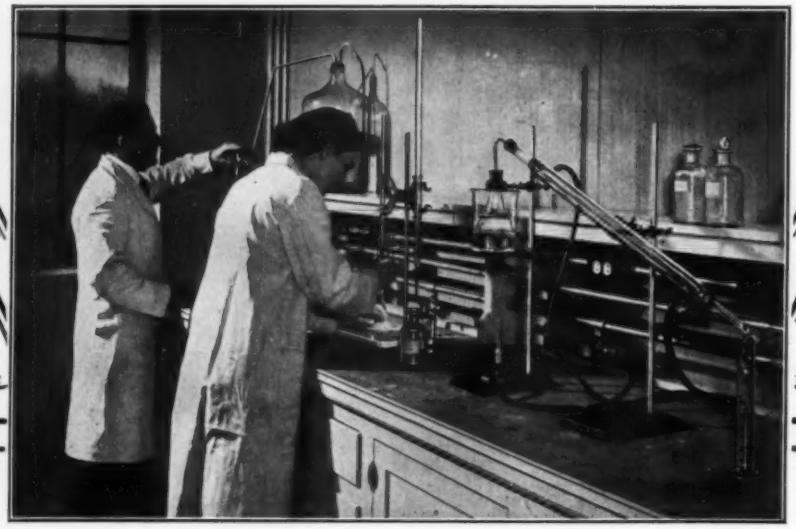
AMERICAN REPRESENTATION BY

UNGERER & CO.

161 SIXTH AVE., NEW YORK, N. Y.

Sales Branches

PHILADELPHIA
CHICAGO
BOSTON
SAN FRANCISCO
LOS ANGELES



Experimentation and origination create L & K Products—
rigid tests control uniformity of production

We can make your
COLD PERMANENT WAVING SOLUTION

We are superbly equipped to manufacture and package your cold waving solution. As pioneers in the development of cold permanent waving preparations we offer an experience based on years of quantity production. Our superior solution is expertly perfumed and blended for extra customer satisfaction and assured repeat business for you. Each step of production is rigidly controlled for absolute uniformity of finest quality. We manufacture, bottle, affix your label and package to your specifications.

Write now for prices and samples of perfumed cold permanent waving solution.

L & K LABORATORIES

FOOT SCHULZE BLDG., ST. PAUL 1, MINNESOTA

All products made by L & K Laboratories are fully covered by Product Liability Insurance

SINCE 1865

ESSENTIAL OILS *of highest quality*

PERFUME COMPOUNDS *for every purpose*

FRUIT FLAVORS *all types*

CERTIFIED COLORS *food and cosmetic*

Your inquiries solicited

Tenemos catalogo y lista de precios en castellano y con gusto se la enviaremos.

ESCRIBANOS

James B. Horner Inc.

ESTABLISHED 1865

215 PEARL STREET, NEW YORK 7, N. Y.

PERFUME COMPOUNDS, COLORS, FLAVORS, WATER SOLUBLE GUMS
AROMATIC CHEMICALS, ESSENTIAL OILS, OLEORESINS, ETC.

OIL SPEARMINT
OIL SPEARMINT
MENTHOL
OIL SPEARMINT
MENTHOL
OIL PEPPERMINT
OIL SPEARMINT
MENTHOL
OIL PEPPERMINT
OIL SPEARMINT
MENTHOL
OIL PEPPERMINT
—
?
Why pay present high prices on these oils when you may obtain economical and interesting substitutes for use in preparations and products where U.S.P. standards are not required.
We have for prompt delivery the above mentioned substitutes at a fraction of the cost of the natural material.
Samples and prices will be submitted upon request.
P. R. DREYER INC.
119 WEST 19th STREET
NEW YORK 11, N. Y.
ESSENTIAL OILS
AROMATICS

Your Best Source for ALL Essential Oils

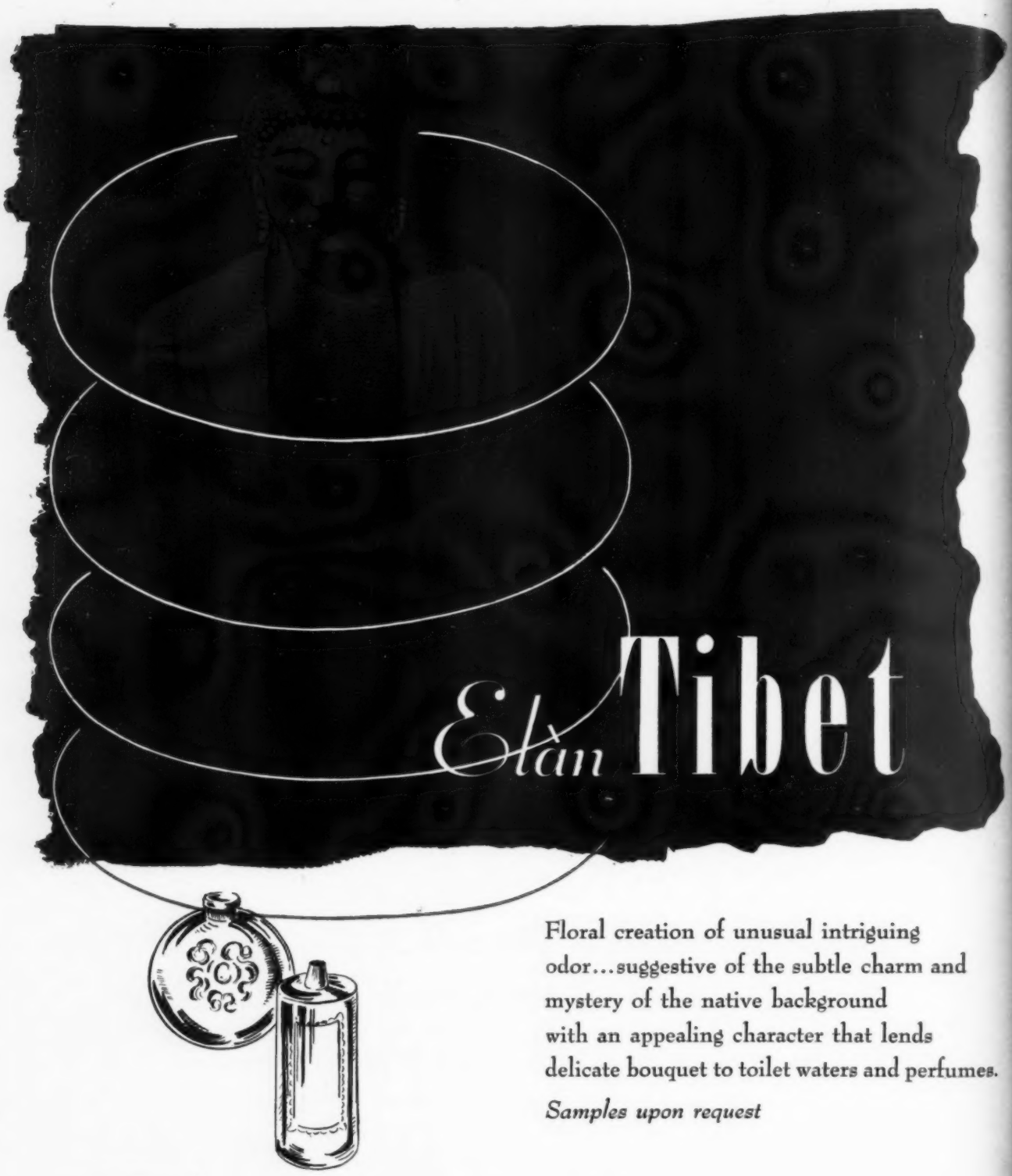
Special Compounds for All Kinds of Soaps, Disinfectants, Sprays and Insecticides

SAMPLES SUBMITTED GLADLY. SEND US YOUR PROBLEMS.

STANDARD SYNTHETICS

30 WEST 26th STREET — NEW YORK 10, N. Y.

BRANCHES IN: CHICAGO — SAN FRANCISCO — KANSAS CITY, MO.



Floral creation of unusual intriguing odor...suggestive of the subtle charm and mystery of the native background with an appealing character that lends delicate bouquet to toilet waters and perfumes.

Samples upon request

Florasynth LABORATORIES, INC.

CHICAGO 6 · NEW YORK 61 · LOS ANGELES 27

DALLAS 1 • DETROIT 2 • MEMPHIS 1 • MINNEAPOLIS 2 • NEW ORLEANS 13 • ST. LOUIS 2 • SAN FRANCISCO 3 • SEATTLE 4

Florasynth Labs. (Canada) Ltd. — Montreal • Toronto • Vancouver • Winnipeg Florasynth Laboratories de Mexico S. A. — Mexico City

Oxzyn

SERVES THE TRADE EXCLUSIVELY

WITH QUALITY

LIPSTICKS

CREAM ROUGES

EYEBROW PENCILS

CREAMS

COMPACTS | ROUGE | POWDER | MAKEUP

EYE SHADOWS

WATERPROOF MASCARAS

FACE POWDERS

WE ALSO MANUFACTURE POWDER PUFFS, VANITY PUFFS, LOOSE SIFTER POWDER DEVICES AND SPECIAL LAMSDOWNE PUFFS

PRODUCTS MADE IN CONFORMITY WITH THE PURE FOOD, DRUG AND COSMETIC ACT
PRODUCTS LIABILITY INSURANCE CARRIED

OXZYN COMPANY

NEW JERSEY OFFICE
ONE PLEASANT AVENUE
CLIFTON

MANUFACTURING
Cosmetics of Quality
SINCE 1877
AUXILIARY PLANT • LOWELL, MASS.

CANADIAN OFFICE
54 OSLER AVENUE
WEST TORONTO, ONTARIO

Martin's dipilatory powders are odorless and absolutely safe. Just add water and apply. No trace of hair in four minutes. They may be used with full confidence on hands, legs or face.

Martin's cold wave lotion is ready for your own private label. It is packaged and complete. Certainly it contains the genuine Tyo ingredient.

MARTIN *Laboratories*

251-255 East 139th Street • New York 51, N. Y.

makers of **TYO**

THIOGLYCOLLIC ACID AND ITS DERIVATIVES

Four plants in New York and New Jersey

What's NEW at NYQ

White Star for continued high standard of production, awarded September 23, 1944.

FOR VICTORY
BUY UNITED STATES WAR BONDS STAMPS

NYQ

GENERAL OFFICES
99-117 North Eleventh St.
Brooklyn 11, N. Y.
ST. LOUIS DEPOT
915 Market Street
St. Louis 1, Mo.

Symbol of Quality

BE CONFIDENT OF HIGHEST QUALITY BY USING N.Y.Q. CHEMICALS

TODAY'S PLANS INSURE TOMORROW'S BUSINESS

PLANS MUST BE BACKED BY ACTION . . . research . . . development . . . production. In developing plans into concrete realities . . . ideas into new "streamlined" products, EVANS CHEMETICS, INC., is better equipped than ever to help you.

OUR TREMENDOUS PRODUCTION FACILITIES are, today, extensively engaged in turning out essential war supplies. Tomorrow, our plant, geared to high-quantity, high-quality, high-speed mass production needed to expedite war supplies will be in a position to handle any private label job . . . no matter how extensive.

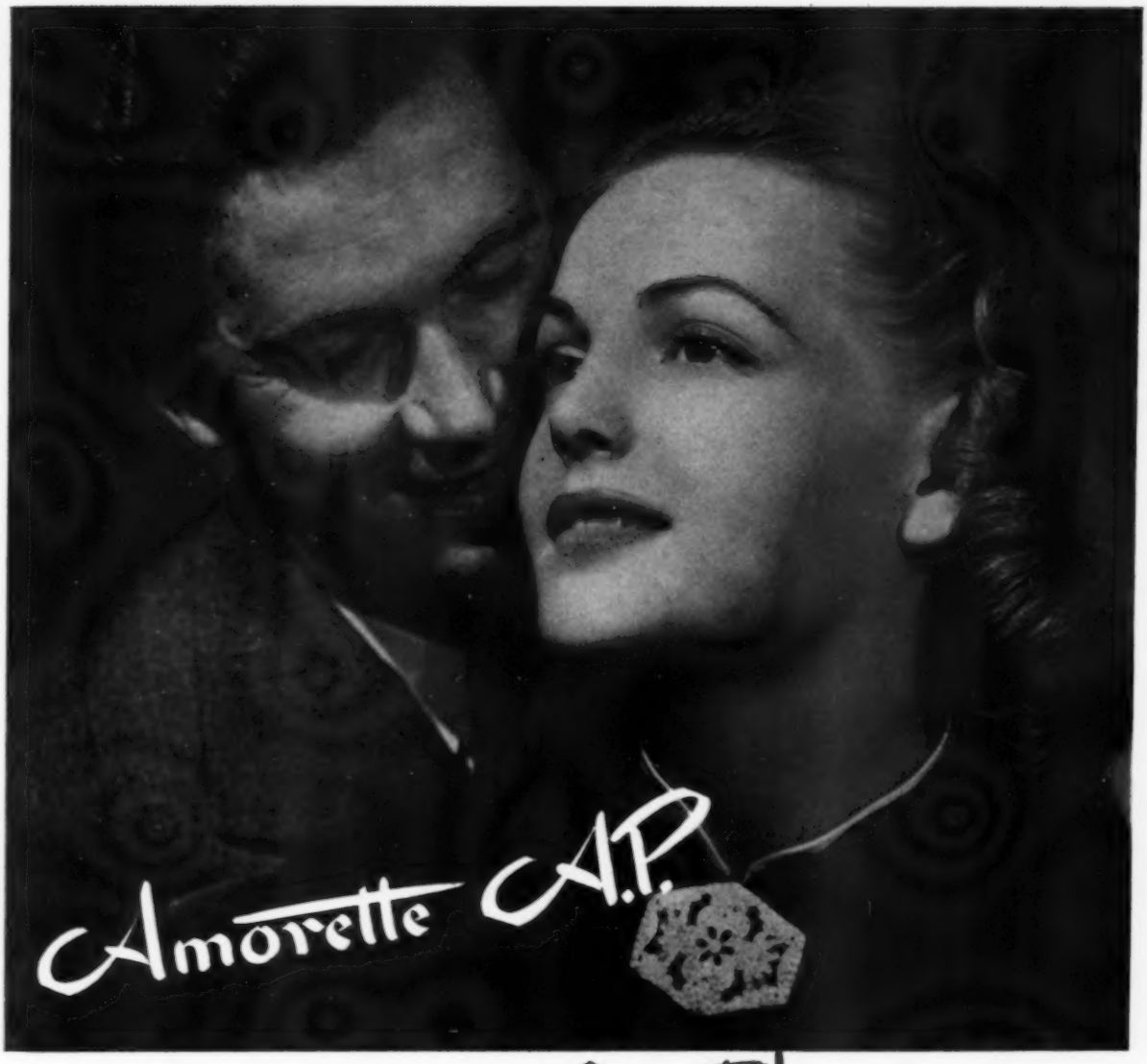
LESSONS LEARNED IN WAR will help us serve you better—in peace.

EVANS CHEMETICS, INC.
250 East 43rd Street, New York
Telephone: Murray Hill 3-0077

EVANS CHEMICALS, LTD.
Boreham Wood, Herts, England
For your English post-war production

★ *(Manufacturing Chemists with Unique Research Facilities)* ★

Now More Than Ever
BUY WAR BONDS



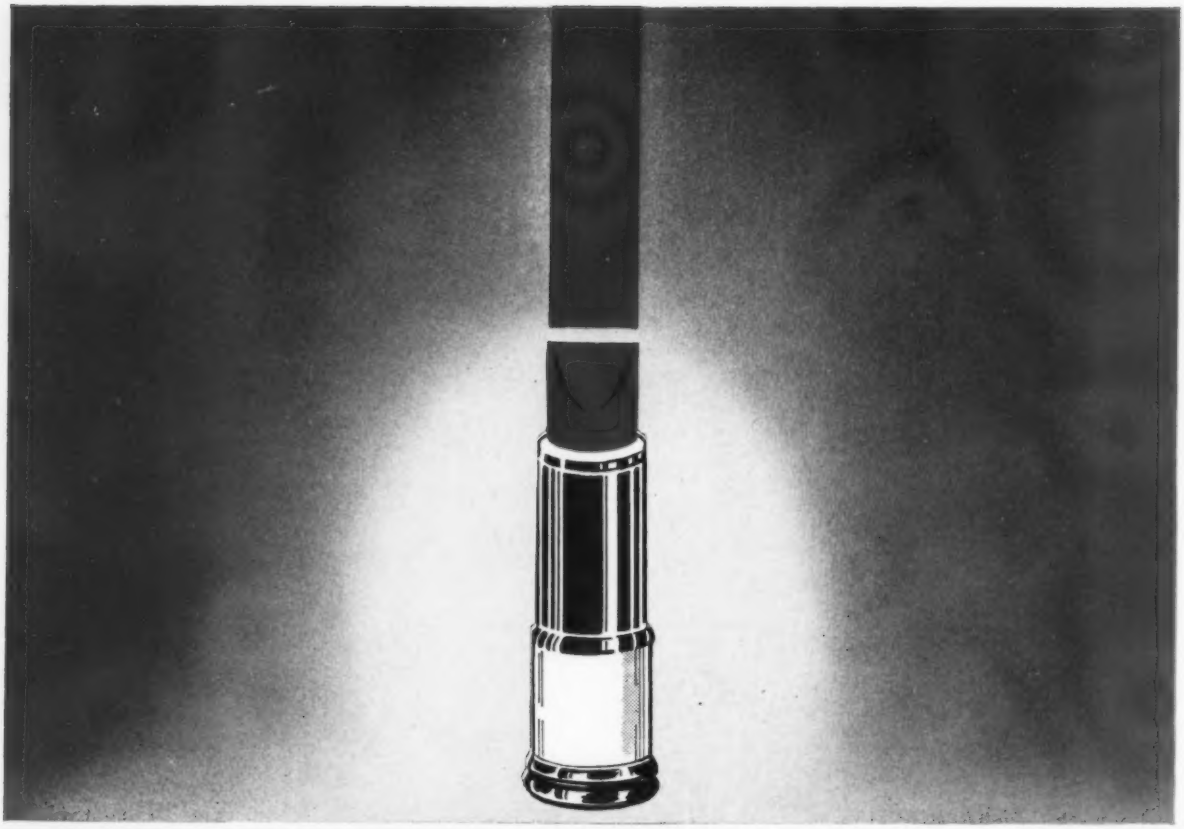
An exotic, Oriental fragrance for your Perfumes

Amorette A. P. is a new and unusually interesting specialty perfume base. It possesses a rich, warm fragrance that suggests the mystery of the Orient. You will find it most effective either used alone or blended with other bases to create popular perfumes with wide sales appeal. We will be glad to send you samples for your own tests.

AROMATIC PRODUCTS, INC.

15 East 30th Street, New York 16, N. Y.

Atlanta • Chicago • Dallas • Pittsburgh • Memphis • San Francisco • Los Angeles



HELFRICH

IS NOW IN A POSITION TO SUPPLY

LIPSTICKS

IN QUANTITIES HERETOFORE UNOBTAINABLE

WRITE OR WIRE FOR
FULL INFORMATION AND PRICES

WHAT HELFRICH PROMISES.....HELFRICH DOES

● HELFRICH LABORATORIES, INC., 564-570 W. MONROE ST., CHICAGO ● HELFRICH LABORATORIES OF CANADA, LTD., 690 KING ST., WEST, TORONTO, ONT.
● HELFRICH LABORATORIES OF N. Y., INC., 151-163 WEST 26TH ST., NEW YORK ● CABLE ADDRESS: HELFLABS, NEW YORK . . . CHICAGO . . . TORONTO

HELFRICH Laboratories

ALL THE WORLD'S A STAGE—including store counters where products are sold. Manufacturers put their best into the products displayed there—and then the public comes by—and judges the products *by the packages!*

It doesn't matter if your package is "fancy" or plain, whether it contains perfume or a germicide, a cosmetic, hardware, or a drug. Among *competing* packaged-products the human eye turns naturally, and with interest, to the "best looking."

If your package has good design, if it is pleasing to the eye and striking or attractive, it HAS BEAUTY and it WINS FAVOR! For beauty influences people's choice in *everything* from motor cars to mates, from neckties to kitchen ranges.

That's why refrigerators, tooth brushes, cars, and a thousand other products have advanced—by successive redesignings—from crude beginnings to more pleasing forms, proportions, colors and finishes. They—like packages—compete in a *beauty* contest; and their manufacturers *know* . . . BEAUTY SELLS!

That is why, in every Package by Ritchie—whether it contains a drug product, a cosmetic or toggle bolts—you will always find, in its lines, in its proportions, color or general design, a strong eye-pleasing quality—elements of beauty.

HOW TO GET A BETTER PACKAGE AT LESS COST

Let Ritchie design your *future* package and it will have beauty *more than skin deep*. It will have the right material and structure for its job. It will be practical, convenient to use, easy to handle, to stack and display. It will proclaim your product-identity. It will be memorable and attractive. And Ritchie's expanded, war-developed facilities for volume production assure its low cost. Let Ritchie demonstrate how *you* can get a better selling package. No obligation. Write us today.

W. C. Ritchie AND COMPANY

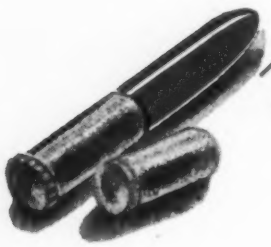
Set-Up Paper Boxes
Fibre Cans
Transparent Packages

8830 Baltimore Avenue • Chicago 17

NEW YORK • DETROIT • LOS ANGELES • ST. LOUIS • MINNEAPOLIS

LITTLE THINGS THAT COUNT

Yes . . . there's *nothing* more important to a woman than her cosmetics. *That's* why we take pride in our products, which is reflected in their quality uniformity.



For post-war, our consistent research *already* assures cosmetics and specialties that will set even *higher* standards *tomorrow.*

NOW is the time to plan for the future of *your* brand; consult us!

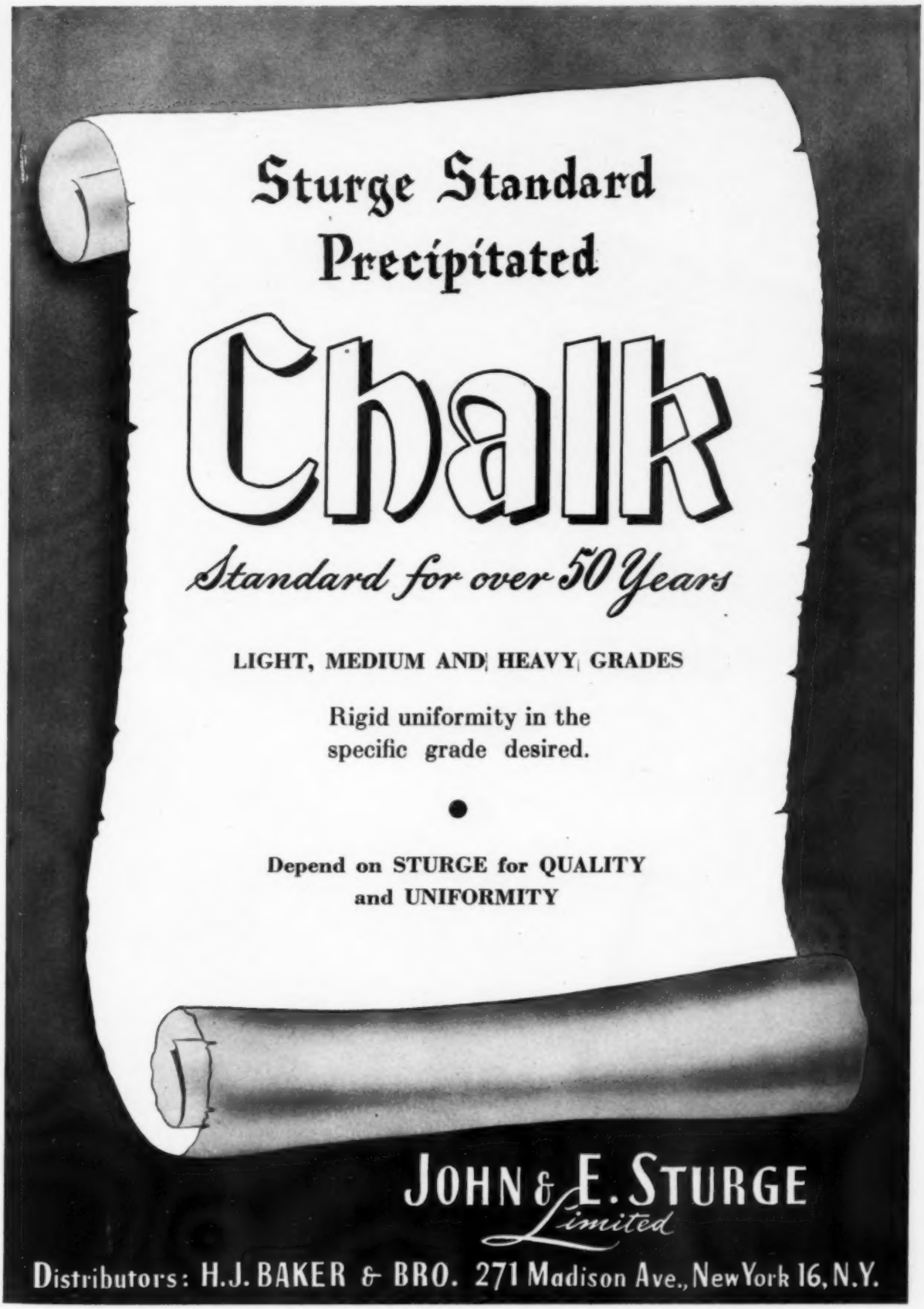
PARIS COSMETICS, *Inc.*

Private Label Cosmetics Exclusively

FURLAGER MFG. CO., *Inc.*

Powder Puffs and Perfumers Specialties

116 WEST 14th STREET, NEW YORK 11


Sturge Standard
Precipitated
Chalk
Standard for over 50 Years
LIGHT, MEDIUM AND HEAVY GRADES
Rigid uniformity in the
specific grade desired.
Depend on STURGE for QUALITY
and UNIFORMITY
JOHN & E. STURGE
Limited
Distributors: H.J. BAKER & BRO. 271 Madison Ave., New York 16, N.Y.

We can now look forward with confidence to an early renewal of association with Bruno Court, Grasse, France, whose perfume materials for so many years commanded world respect and confidence.
Bruno Court
GRASSE, FRANCE
Naugatuck
The renewal of our association with Bruno Court, Grasse, France, Laboratories Louis Bornand, Paris, France and Compagnie Africaine des Plantes à Parfum, (C.A.P.P.) Casablanca, Morocco will enlarge our own facilities for offering a complete service in perfume materials.

Naugatuck Aromatics

DIVISION OF UNITED STATES RUBBER COMPANY

254 FOURTH AVENUE • NEW YORK, N. Y.

14 N. FRANKLIN STREET, CHICAGO, ILL. • H. M. ROYAL, Inc., 4814 LOMA VISTA, LOS ANGELES, CALIF.

NAUGATUCK CHEMICALS LTD., ELMIRA, ONTARIO, CANADA

Sole Representatives for: BRUNO COURT, S. A., GRASSE, FRANCE C. A. P. P., CASABLANCA, MOROCCO

high fashion colors

On the lips of the most beautiful women in the world.

"Inquiries solicited"

certified
COSMETIC COLORS
for LIPSTICK, ROUGES
NAIL POLISHES
INORGANICS • TITANIUM DIOXIDE

Ansbacher-Siegle
CORPORATION
Manufacturers of Fine Chemical Pigment Colors
General Offices, Works, and Laboratories
ROSEBANK, STATEN ISLAND, NEW YORK, N. Y.
Boston, Chicago, Los Angeles, Cleveland, Detroit, San Francisco,
Richmond, Toronto, Can.

ALBERT VERLEY & COMPANY OFFERS 2 IMPORTANT MATERIALS TO HELP YOU BEAT THE JASMIN SHORTAGE

As a necessary measure of self-protection, you owe it to yourself and your house to explore the possibilities of these modern creations — so far in advance of previous efforts in synthesis that they promise to make America permanently independent of foreign supplies of the natural material. *Write today for working samples and quotations.*

Homo-Jasmone

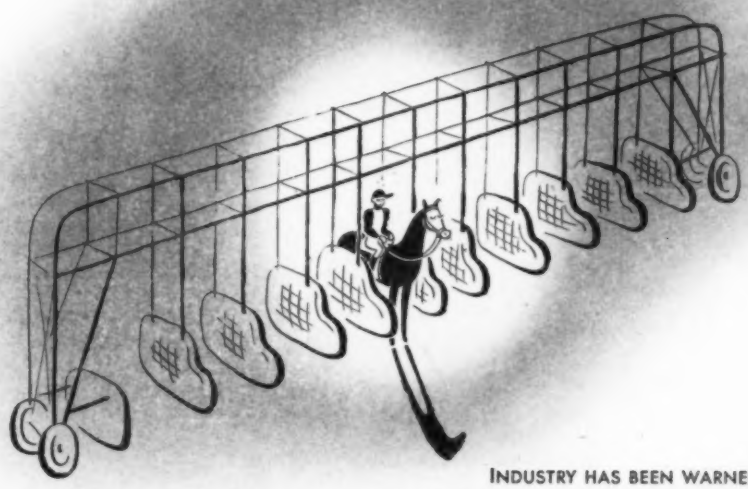
The synthesis of this important Jasmin ingredient by Albert Verley & Company enables you to impart to your compositions a true floral effect that suggests at once the note of Absolute Jasmin. Only very small quantities are required.

Jasmin Blossom Incolore

. . . is a variation of the popular Jasmin Blossom "V", which has successfully replaced part or all of the Absolute Jasmin originally incorporated in many of the most significant formulas. Like Jasmin Blossom "V", it is moderate in price — and a fully satisfactory substitute for the natural product which now is so scarce and expensive.

232 EAST OHIO STREET, CHICAGO, ILL. • 114 EAST 25TH STREET, NEW YORK • MEFFORD CHEMICAL CO., LOS ANGELES

DON'T BE LEFT AT THE POST-WAR PLANNING



INDUSTRY HAS BEEN WARNED by Jesse Jones, U. S. Secretary of Commerce, that the war may end suddenly and business should, therefore, be preparing now for the Post-war period.

The Committee for Economic Development reports that cessation of hostilities in Europe will release 80% of the nation's war production capacity for reconversion for civilian use.

Mr. Jones' warning and the report of the Committee for Economic Development should serve as a double spur to all Post-war thinking. When restrictions are lifted from war-prioritied cosmetic ingredients, don't be caught flat-footed and left at the post.

The merchandising, packaging and production experience and facilities of Allied Products may be a source of guidance at this time for the all-important, fast get-away and quick sales pick-up when war production barriers are raised. Arrangements for consultation can be made at your convenience, and without obligation, at your office or at the Allied Office in the R.C.A. Building in New York City.

ALLIED PRODUCTS INC.

30 ROCKEFELLER PLAZA, N.Y.C.

PRIVATE BRAND SPECIALISTS • MAKERS OF THE WORLD'S FINEST COSMETICS AND TOILETRIES

Plant and laboratories • Suffern, New York • 1015 St. Alexander St., Montreal, Quebec

The Orange Oil
With Freshest Flavor
And Truest Aroma!
Orange Oil is *our* business, and EXCHANGE Brand is your assurance of matchless *flavor*, *freshness*, and *uniformity* — your benefit of over 20 years of our experience in satisfying the requirements of American users.
Ask our Jobbers for Samples
DODGE & OLCOTT COMPANY
180 Varick Street, New York 14, N. Y.
FRITZSCHE BROTHERS, INC.
76 Ninth Avenue, New York 11, N. Y.
Distributors for: CALIFORNIA FRUIT GROWERS EXCHANGE PRODUCTS DEPT., ONTARIO, CALIF.
Producing Plant:
Exchange Orange Products Co., Ontario, California
Copyright 1943, California Fruit Growers Exchange, Products Dept.
Exchange
OIL OF
ORANGE
U. S. P.

Reseda MIGNONETTA

. . . the perfect complement
to other florals . . .

AROMATICS · ESSENTIAL OILS
PERFUMERS' MATERIALS

SYNTOMATIC CORPORATION

314 EAST 32nd STREET • NEW YORK 16, N.Y. • MURRAY HILL 3-7618

Ammonia Came from the Fabled Unicorn

EMANATIONS of ammonia from decomposing animal substances have been known since ancient times. As early as the 4th Century B. C., Aristotle described the ammoniacal vapor from burning horn. A favorite fabled source was the horn of the unicorn, for the preparation of "volatile spirit of sal ammoniac."

The literature and art of the period preserved the story of the unicorn which animal became the emblem of the English Society of Apothecaries. Chemists early discarded the unicorn but continued their study of ammoniacal vapors. In 1785, Claude Louis Berthollet discovered the true composition of ammonia and opened the door to the many applications of this important chemical in medicine, pharmacy and industry.

For 77 years MALLINCKRODT CHEMICAL WORKS have specialized in the production of ammonium salts of QUALITY IN QUANTITY. Over 90 different salts and forms, including Acetate, Bromide, Carbonate, Chloride, Iodide, Sulfate, Sulfide, Sulfite and Thiosulfate, have been for many years of service to chemical users.

MALLINCKRODT FINE CHEMICALS Mallinckrodt SINCE 1867 **CHEMICAL WORKS**

FOR VICTORY BUY UNITED STATES WAR BONDS STAMPS

77 Years of Service to Chemical Users

Mallinckrodt Street, St. Louis 7, Mo. • 74 Gold Street, New York 8, N. Y.

CHICAGO • PHILADELPHIA • LOS ANGELES • MONTREAL

"I am proud to report, gentlemen, that our product is now found in the men's rooms of the better night clubs from coast to coast."

KEEPING POSTED

Liquor Looks Safe

GOOD old Spiritus Frumenti, and smooth old Spiritus Vini Vitis—Whiskey and Brandy to you soaks—are being deleted from the forthcoming U. S. P. XIII. These medicinal agents were added to the U. S. P. X, which became official in 1926 during the dark days of prohibition, in order to set up standards for medicinal whiskey and brandy as opposed to the ratgut that the rest of us ordinarily drank—leave it to the doctors and druggist to get the real stuff. Now that these monographs are being deleted from the Pharmacopoeia, these boys in the know must be sure that good legal liquor is safe for some time to come. We felt the same way ourselves, but are sure glad to get this reassurance right out of the horse's mouth.

The Doctor Would Prescribe

IT APPEARS that no one can read the mind of a doctor, according to the Federal Trade Commission, and we think that maybe the Commission has something there. It seems that a manufacturer advertised that his product contains ingredients which are of a kind that a doctor would likely prescribe for various types of aches and pains mentioned in the label. This is misleading, contends the Commission, since the doctor would examine the patient, make his diagnosis and prescribe the particular type of medicine that he would consider indicated in the particular case. We can readily see that advertising of this kind could not only be misleading, but downright silly, if for no other reason than the fact that the treatment of disease in these times is far from static. Those terrible detail men do not let the doctors prescribe the same old things,—not if they can help it.

Manufacturer Responsibility

UNDER the Food, Drug, and Cosmetic Act manufacturers of products for others, who sell them as distributors, are absolutely responsible for the labeling of these products when they are shipped to the distributor in interstate commerce. This has been decided in a recent case which the U. S. Supreme Court refused to review after the case had been decided in favor of the Food and Drug Administration by the district court and the circuit court of appeals. The case involved tablets which were shipped without complete labeling to the distributor who repacked them under a labeling which the FDA claimed was false and misleading. The manufacturer claimed that he was not responsible since he was covered by the exemption in the Act which permits the shipping of goods from one plant to another for manufacturing or processing. This decision will stop the practice carried on by some unscrupulous persons of securing products in bulk and then repackaging them and labeling them in a false and misleading manner. It is decision that will result in benefit to the industry.

Ordinary Dentifrices

SOMETIMES we just stop and wonder where the Federal Trade Commission gets its ideas, and we generally wind up with no other conclusion that maybe if we had to hold down a similar job, we might have to do the same sort of things in order to attract attention to our being on the job. We always thought that a manufacturer of a product could advertise his product as "the best," even though in the opinion of some people the product was not as suitable as others on the market. This sort of advertising was aptly described by a U. S. Senator as similar to the pride that one takes in his own baby. But now the Commission obtains a stipulation from a manufacturer of a dentifrice which stipulation provides that the manufacturer must discontinue the use of the word "ordinary" or any other word of similar import when referring to other dentifrices. The Commission claims that such statements convey the impression that other products are common or ordinary in comparison with this manufacturer's product.

We somehow got the impression that if you could claim that your own product is "the best," you had a perfect right to look down your nose at competitive products. The sly use of the word "ordinary" might give some readers the idea that you are referring to all other dentifrices on the market,

but we doubt very much that many of the manufacturers of the prominent dentifrices would admit that it applied to them. Of course we have no idea what constitutes an "ordinary" dentifrice any more than the Commission has. Maybe there are no "ordinary" dentifrices as the Commission seems to think from the wording of this stipulation, maybe there are a bunch of them, and then again maybe all dentifrices are just "ordinary,"—we really don't know.

Expansion of Drug Consumption

THE future of medicine and also of the drug and pharmaceutical manufacturing business looks bright despite the threats of socialized, or state medicine, in the opinion of many interested in the welfare of this industry. This is for the reason that in the extension of medical care by any means, these people are certain that more drugs are bound to be used, and these drugs will be the ones that will properly treat and cure disease regardless of who makes them. After all, they point out, sulfadiazine is the exclusive product of one chemical company, which company sells the product to numerous pharmaceutical manufacturers, but still this exclusive or patented product is just about completely replacing sulfanilamide which is patent-free and can be made by anyone.

These people point out that the sulfa drugs, penicillin, and some other recently discovered products have changed the opinions of doctors regarding the value of drugs in the treatment of disease. At the end of the lush twenties, the use of drugs in the treatment of disease was at a low ebb and we had reached a point which was often described as "therapeutic nihilism." All that we looked forward to at that time was further development and use of biologics. Now all this has changed and the doctors are largely looking to drug products to cure everything. Socialized or state medicine is not going to change the fundamental truths in the practice of medicine. All that it is going to do is to change some of the rules of the game, but by and large it is going to mean that medicine will be practiced more widely and that more drugs will be used under the direction of physicians, which means that more drugs are going to be used effectively.

U.S.P. Admissions And Rejections

WITH the Pharmacopoeia in the process of revision for the publication of U. S. P. XIII to be effective most likely in 1947, the Sub-committee on Scope, which is composed of all the eighteen medical members of the Revision Committee and five of its pharmaceutical members, have drafted a list of admissions and deletions for the forthcoming revision.

Proposed admissions are:

Adrenal Cortex Injection (in oil and aqueous)
Aluminum Phosphate Gel
Aminopyrine Tablets
Amino Acids Mixture (oral)
Amphetamine
Amphetamine Sulfate and preparations
Anhydroxyprogesterone
Anhydroxyprogesterone Tablets
Apomorphine Hydrochloride Tablets
Bacterial Vaccine from Cholera Vibrio
Bacterial Vaccine from Plague Bacillus
Benzyl Benzoate and Lotion
Calamine, Prepared
Calamine Lotion
Coal Tar and Ointment
Copper Citrate and Ointment (Ophthalmic)
Desoxycorticosterone Acetate and Injection (in oil)
Desoxycorticosterone Acetate Pellets
Dicalcium Phosphate
Diethylstilbestrol Suppositories
Digitoxin and Injection and Tablets
Digoxin and Injection and Tablets
Diodrast
Diphtheria Toxoid, Tetanus Toxoid Alum Precipitated, Combined
Diphtheria Toxoid, Tetanus Toxoid Fluid, Combined
Doryl and Preparations (tablets and injection)
Epinephrine Injection (in oil)
Estradiol Benzoate Injection (in oil)
Estradiol Suppositories and Tablets
Estrone Injection and Suppositories
Extralin
Gas Gangrene Antitoxin
Gas Gangrene Antitoxin Polyvalent
Helium
Heparin
Hexylresorcinol Capsules
Hydrophilic Ointment Base
Isopropyl Alcohol
Lanatoside C and Injection and Tablets
Mecholyl Bromide and Tablets
Mecholyl Chloride and Injection
Methyl Testosterone and Tablets
Morphine Injection
Naphuride (Bayer 205) and Injection
Natural Estrogens and Capsules, Injection (in oil and aqueous), Suppositories and Tablets
Neo-Synephrine Hydrochloride and preparations
Nicotinamide Injection
Papaverine Hydrochloride and Injection
Penicillin
Pentothal Sodium
Pitressin Tannate Injection (in oil)
Pregnancy Urine Gonadotrophin
Progesterone and Injection (in oil)
Protamine Zinc-Insulin Injection
Purified Protein Derivatives of Tuberculin
Riboflavin Injection
Sodium Ascorbate and Injection
Sodium Morrhuate and Injection
Sodium R-Lactate Injection
Sodium R-Lactate Ringers Solution
Sulfamerazine and Tablets
Sulfamerazine Sodium Sterile
Testosterone Proprionate and Injection (in oil)
Tetanus Gas Gangrene Antitoxin
Thiamine Hydrochloride Injection
Typhus Fever Vaccine
Vinethene
Yellow Fever Vaccine
Zephiran Chloride and preparations.

Proposed deletions are:

Acetic Acid
Acetone
Alcohol Dehydrated
Allyl Isothiocyanate
Althea
Aminoacetic Acid

Antimeningcoccic Serum
Antipneumococcic Serum
Antipyrine
Arsenious Acid Solution
Belladonna Root
Belladonna Plaster
Bismuth Subnitrate
Bitter Almond Oil
Brandy
Calcium Phosphate Tribasic
Carbon Tetrachloride and Capsules
Cerate
Chaulmoogra Oil
Chenopodium Oil (American Wormseed) and Capsules
Chloramine-T
Chloroform Water
Codeine
Colchium Seed and Tincture
Compound Chalk Powder
Decoctions
Eriodictyon (Yerba Santa) and Fluidextract
Ethyl Chaulmoograte
Eucaine Hydrochloride
Ferrous Carbonate Pills
Flaxseed
Green Iron and Ammonium Citrates
Honey
Human Measles Immune Serum
Human Scarlet Fever Immune Serum
Hyoscyamus Extract
Infusions
Iodine Ointment
Iodine Solution
Juniper Oil
Lactic Acid
Linseed Oil
Liver B-Vitamins Concentrate and Injection
Lycopodium
Magnesium Phosphate Tribasic and Tablets
Malt Extract
Mass of Ferrous Carbonate
Mendelic Acid
Mercuric Salicylate and Injection
Mercuric Succinimide
Mercury Bichloride and Tablets
Mercury with Chalk
Nitric Acid
Nux Vomica and Tincture
Ox Bile
Pamaquine Naphthoate
Pelletierine Tannate
Phenyl Salicylate
Phosphoric Acid and Diluted
Pine Tar Syrup
Pinus Pumilio Oil
Potassium Bitartrate
Potassium Nitrate
Potash Sulfurated
Quinine Ethylcarbonate
Quinine and Urea Hydrochloride
Rhubarb Extract
Rosin and Cerate
Silver Protein Mild
Sodium Cocodylate
Spirit of Anise
Spirit of Camphor
Spirit of Glyceryl Trinitrate
Strophanthin and Injection
Sulfapyridine and Tablets
Sulfapyridine Sodium Sterile
Sulfuric Acid and Diluted
Tar Oil Rectified
Terpin Hydrate
Thymol Iodide
Trinitrophenol (Picric Acid)
Triasyn B with Liver Capsules and Injection
Turpentine Oil and Rectified and Emulsion
Whiskey
Zinc Acetate
Zinc Chloride

"I do hope that our boys won't take advantage of the fact that the Army and the Navy no longer consider venereal diseases a crime."

American Society of European Chemists

THE American Society of European Chemists and Pharmacists is, as the name implies, an association of scientists graduated in Europe. Naturally the Society is described as a non-profit organization, and it unites European-educated chemists, physicists, pharmacists, and pharmacologists now residing in this country. The aim of the Society is to establish a continuous exchange of ideas and scientific findings between the members of the Society and American science and to incorporate the members of the Society into American industry. The Society, which is headed by Dr. Henry Goldschmiedt as president, Dr. Benno Baecker as secretary, and Curt Simson as treasurer, has eleven honorary members among which are the following winners of the Nobel Prize: Dr. Albert Einstein, Dr. Victor Hess, Dr. Otto Loewi, and Dr. Otto Meyerhof. The society is holding scientific meetings and lectures, having been addressed October 12 on Antibiotics from Microorganisms by Dr. R. L. Mayer, head of the department of bacteriology and chemotherapy, Ciba Company. Dr. Andrew Paul, chief of the Allergy Department of Manhattan Eye, Ear, Nose and Throat Hospital addresses the Society on November 16, and Dr. Fritz Lieben discusses the "History of Fermentation Problems" on December 14.

Marmola Is Dangerous Drug

MARMOLA—the thyroid-containing reducing medicine which was largely responsible for Government control of advertising in this industry under the Wheeler-Lea Act—has just finished another legal battle, this time on the losing side. Raladam Company—manufacturers of the product—were denied a review by the U. S. Supreme Court after the district court and the circuit court of appeals had both decided in favor of the Food and Drug Administration. The tablets, which contain one-half grain of desiccated thyroid each, and which are labeled to direct consumption of four tablets a day, were claimed to be dangerous to public health. The FDA claimed that 2 grains of thyroid per day constitutes an overdose for many persons. Raladam claimed that the dose was not dangerous to obese persons who would be the ones taking the preparation.

Drying Penicillin

THE same process which has been in use for drying blood plasma is now being used to dry penicillin, according to Dr. Earl W. Flosdorf, assistant professor of bacteriology, University of Pennsylvania, and director of Research of the F. J. Stokes Machine Company. Dr. Flosdorf, who delivered a paper on the subject before the American Public Health Association last month, stated that, although generally the same process as used for blood plasma has been applied for penicillin, it has been necessary to make certain changes because of peculiar properties of penicillin and other reasons. In drying this way, the penicillin or the plasma is first frozen, but the conditions for penicillin are much more difficult. However, penicillin may be concentrated beforehand as a liquid with the use of radio waves and to this extent, the problem of drying penicillin from the frozen state is easier.

Cosmetics in Australia

McCARTHY PHILLIPS PTY. LTD., of Sydney, Australia, writes us as follows regarding conditions in Australia:

"Like many other firms we are thinking seriously of post-war reconstruction, and you may be interested in a short description of the effect of the war on cosmetics in Australia.

"As you possibly know, the manufacture of a large number of preparations for toilet purposes, including nail enamel, perfume, and fancy packs, was prohibited early in the war. The manufacture of other items considered more essential, such as lipstick, face powder, and face creams, has been permitted to the extent of the supplies available of the necessary chemicals and containers. However, a considerable amount of ingenuity has been shown, and, outside prohibited goods, there have been no shortages during the war.

"This has meant that most firms of cosmetic manufacturers in Australia have had the opportunity to increase their manufacturing facilities, since it was estimated that a good fifty per cent of the pre-war cosmetics were imported into this country, and local manufacturers have been able to meet the demand, even without the imported goods. However, there still remains a definite preference for the imported, and particularly American cosmetics, and we are sure that there will be a large market for American toilet goods at the conclusion of the war.

"No one seems to know whether the importation of non-essentials, such as toilet goods, will be permitted during the early years after the war, especially from non-sterling countries. If this problem could be solved, many of us, both here and in America, would be in a much better position to discuss post-war trading."

Synthetic Racemic Menthol in U.S.P.

SYNTHETIC racemic menthol is now official in U. S. P. XII in accordance with a sheet supplement to the U. S. P. issued October 12. The monograph for menthol has been revised and the definition of menthol now reads:

"Menthol is an alcohol obtained from oil of peppermint or other mint oils or prepared synthetically. Menthol may be laevorotatory (laevo Menthol, l-Menthol, from natural or synthetic sources) or racemic (racemic Menthol, dl-Menthol, produced synthetically).

Other items in this sheet supplement include the re-establishment of the original formula for Elixir of Phenobarbital and elimination of the special war replacement formula for this preparation; and permission to replace Oil of Anise and Oil of Cinnamon with Anethol and Cinnamic Aldehyde because of the difficulty of securing the oils under present conditions.

Arden Demonstrators and FTC

DEMONSTRATORS were not furnished to competing customers on proportionately equal terms by Elizabeth Arden, and so the Federal Trade Commission has issued a Cease and Desist Order charging violation of the Robinson-Patman Act against Elizabeth Arden, Inc., Elizabeth Arden Sales Corp., and Florence N. Lewis (Elizabeth Arden). The complaint upon which a decision has just been reached, was filed in May 1937—over seven years ago. So these unfair practices, which the Commission has now prohibited, continued for seven years while the Commission tried to make up its mind what to do with the complaint which it brought.

The Order (3133) states that Elizabeth Arden owns 90 per cent of the stock of Elizabeth Arden, Inc., and all of Elizabeth Arden Sales Corp. There are about 1,000 different items in the Arden cosmetic line. They are sold to approximately 725 department stores, 25 specialty shops, and 2,250 drug stores. Arden actually furnishes about 125 demonstrators to customers, 22 of these customers having two or three Arden demonstrators, and some other customers having Arden demonstrators in more than one of the stores which they own. Arden also furnishes about 80 partially paid demonstrators and pays commissions to about 82 stores as a contribution to the compensation of salesgirls selling the Arden line. Therefore, only a few of Arden's approximately 3,000 customers received demonstrator service. Arden had two demonstrators in Saks-Fifth Avenue where there are 40 girls in the cosmetic department, and she had two in Abraham & Straus, Brooklyn where there are 33 girls in the department.

Some Arden customers want demonstrators but can't get them, the Commission says. Six stores in Philadelphia get demonstrator service, but 13 other competing stores in Philadelphia receive no such service. Arden claimed she did not furnish demonstrator service until 1930, when it was necessary to meet this sort of competition indulged in by her competitors. The Commission says that Arden furnished demonstrators as early as 1925 and by the end of 1929 she was supplying the service to a considerable number of her more important customers. The Commission also says that Arden installed demonstrator service in 20 accounts prior to any of her competitors.

FDA Regulations Changed

NEW regulations for control of products not giving adequate directions for use because they are used under a doctor's direction, have been issued by the Food and Drug Administration. It will be recalled that the Administration complained that manufacturers were taking advantage of this section of the law and were not giving directions on some products upon which directions should be given.

Under the new regulations the exemptions as to adequate directions for use are limited to the following classes of drugs and cosmetics:

1. Those drugs and devices which because of their inherent toxicity or because of the degree of skill required in their use cannot be safely and efficaciously used by the ordinary individual.
2. Official drugs which are ordinarily dispensed only after pharmacists have compounded them with other substances in filling physicians' prescriptions.
3. Inactive ingredients of drugs such as solvents, colorings, and flavorings.
4. Drugs and devices shipped to physicians, dentists, and veterinarians for use in their professional practice.
5. Drugs and devices intended for use exclusively in the manufacture of other drugs and devices.
6. Common household preparations, adequate directions for use of which are known by the ordinary individual.

Pharmacy Loses a Real Friend

WITH the passing of Dr. E. F. Kelly, pharmacy has lost one of its staunchest friends and supporters. Dr. Kelly had the broadness of vision that was necessary in a position in which it was essential that the various different factors not only in retail pharmacy, but also in wholesale and manufacturing pharmacy be reconciled. Because he felt that he could no longer adequately fill the position as secretary of the American Pharmaceutical Association, Dr. Kelly recently announced his plan to retire next year, thus giving the Association at least a year to fill his position. Unfortunately, Dr. Kelly had to die in the service of the Association he loved, not being allowed the time to retire and have a little time to himself for rest and relaxation.

Chemicals for Drug Makers

WITH the sale of the Hilton-Davis Chemical Co., Cincinnati chemical and color manufacturer, to Sterling Drug, Inc., another large drug manufacturer secures his own supplier of organic chemicals and expands his facilities for research and manufacture of chemotherapeutic and other organic medicinals. American Home Products took this same step some time back when they acquired the Harmon Color Company, and recently when they acquired the Marietta Dyestuffs Co. The oldest tie-up of this sort is that of Calco Chemical Company and Lederle Laboratories—both units of American Cyanamid & Chemical Company, although in this instance the drug company was acquired long after Calco had been part of the parent company. In the case of Calco, the drugs discovered through their research are not confined to the associated company—Lederle Laboratories—exclusively, but are freely offered to all pharmaceutical manufacturers. We wonder if American Home Products and Sterling Drug will get to the point where they will follow the same policy as Calco.

Tropical Disease Research

TROPICAL diseases are bound to be of increasing importance after the war has been won not so much in this country as in the tropical countries of the world. This is because the peoples of the world are being awakened to a realization that some sort of control and treatment to prevent the widespread sufferings and deaths from these diseases can and must be developed. In line with this thought, Winthrop Products, Inc., a subsidiary of Sterling Drug, Inc., has inaugurated a research program on tropical diseases common to South American countries. This program has enlisted the support of medical colleges, hospitals, and leading physicians in Chile, Peru, and Columbia and Mexico. Important findings to date include quinacrine (atabrine) in the treatment of typhus, a combination of vitamin B_1 and Reprodral in aiding nerve involvement of leprosy, and use of Reprodal for Malta fever. Cooperating in the research are San Marcos University, Lima, Peru, oldest college in the Western Hemisphere, School of Medicine, Santiago de Chile, and outstanding hospitals in Antiochia and Medellin, Colombia. This should be the sort of thing that will really establish drug manufacturers of this country in foreign lands.

The Returning Doctors

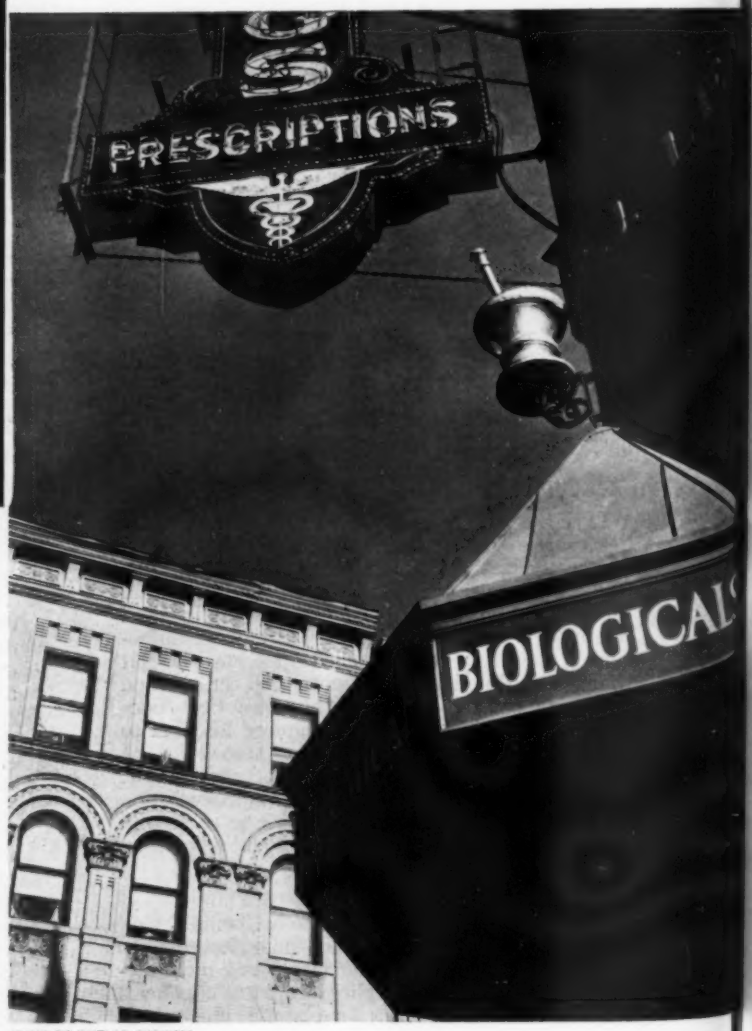
MANY doctors in the Armed Forces are obtaining an experience that will be invaluable to them when they return to private practice. They are seeing many diseases to an extent that they would never see them were they engaged in private practice. They are able to use the newer methods of treatment on these cases. They are able to obtain without great effort on their part, and without trouble or expense to the patients, immediate reports from all the newer diagnostic aids so that they have the complete picture of the case before they proceed with any treatment. In cases of questionable diseases, the doctors are able to order all the examinations that they want. The patient cannot refuse the examinations, and neither the doctor nor the patient has to worry about the cost. We feel sorry for these doctors when they return to civilian life and they try to diagnose cases when they must consider the temper of the patient and the extent to which the patient will be willing to pay for many of these tests that show negative results. Perhaps this experience on the part of the doctors might lead them to feel more kindly to the practice of some form of group medicine.

ETHICAL OR PROPRIETARY

COURTESY CBS

Sophie Tucker, in a "purty" hat and bobby socks, visits Frank Sinatra, and the result via radio broadcasting becomes part of a vitamin sales program. As opposed to this "proprietary" method, the "ethical" manufacturer gets his results by cooperating with the retail druggist and securing the good will of the doctor, thus avoiding consumer advertising. At the moment, according to this analysis, the "ethical" method seems to be paying off better.

DURING the last twenty-five years at least, and more noticeably in the more recent years, the advance in the manufacturing and sale of medicinals has been in the division of the industry known as the "ethical" branch. The term "ethical" does not aptly describe the branch of the industry to which we refer, since it is meant to include manufacturers who do not advertise their medicinal products direct to the public for consumption. Those manufacturers who do advertise specific products direct to the public for consumption are known as "proprietary" manufacturers and they represent the other branch of the industry. However,



CHARLES PHELPS CUSHING

proprietary manufacturers can be, and most generally are, perfectly ethical, and likewise the ethical manufacturers are largely manufacturers of proprietary preparations, otherwise termed "ethical specialties." But since there is no other way to speak of these two types of manufacturers so that people will understand, we shall continue to call those manufacturers who do not advertise specific medicinal preparations direct to the public, "ethical manufacturers;" and we shall call those manufacturers who do advertise specific medicinal preparations direct to the public, "proprietary manufacturers."

While the drug manufacturing industry generally has had its ups and downs, partly following the general business curve, but to a greater extent inversely following the state of health in the nation during the various years, by and large, the ethical manufacturing houses have expanded at a much more rapid rate than have the proprietary houses. An outstanding firm like Squibb has advanced from a sales volume of approximately $12,000,000 in the late twenties to a current volume of approximately $47,000,000. Parke, Davis & Company, generally looked upon as the largest ethical drug manufacturing house, does a domestic business of approximately $49,000,000. Upjohn, looked upon as one of the lesser houses some time back, is reported to be doing a business in the neighborhood of $45,000,000. Sales volumes of Eli Lilly and Burroughs Wellcome are not published, but are believed to compare favorably with the sales volumes of the other companies mentioned. Abbott Laboratories is doing a current volume of some $32,000,000, and Sharp & Dohme is doing a business of some $30,000,000.

Comparison of these sales figures with those of proprietary houses is interesting. Sterling Drug, generally considered the largest holding company of proprietary houses, had a sales volume in 1942 of only $53,448,000, which volume included the company's ethical companies such as Winthrop. American Home Products had a sales volume in 1942 of $59,796,000, also including its ethical companies such as Wyeth. Vick had a sales volume in 1942 of $18,379,000, and Lambert had a sales volume in that year of $17,085,000.

It is true that the proprietary houses in many instances outsell any ethical manufacturers in sales volume on single items. But the broad base of the ethical houses, always including the items which are popular at the moment, gives these manufacturers the advantage of being in a position of reaping the benefits, and little of the disadvantages of the continual changes in therapy. One of the main reasons why the ethical manufacturers are able to benefit from the constant changes in therapy is said to be the fact that they have large research staffs who are working on new drugs and who are also always on the alert for new drugs discovered anywhere in this country or in any other part of the world. This research of the ethical manufacturers makes it possible for them to move swiftly to market the products that the doctors are to use for the future. Also, if the ethical manufacturer finds that one of these new products is replacing one of the older products which he and others make, he has no hesitancy in promoting the new product since he realizes that the old product is doomed anyway. In the case of a proprietary manufacturer with a large investment in advertising and goodwill, an old product cannot be readily neglected.

It is generally conceded that research is the greatest single factor responsible for the growth of the ethical houses. The reason that research makes this growth possible is that changes in therapy are so rapid that it is estimated that within a twenty-five year span, practically all types of drugs are replaced by new ones. This would mean that, if all new products were solely promoted in an ethical manner, within a twenty-five year span, under present conditions, all drugs would be ethical.

However, there is no underlying reason why all kinds of drugs should not be advertised to the public other than the obvious reason that it apparently does not pay. However, while it certainly would not pay to advertise to the public ever so many items which are only used under a doctor's direction and which are used for conditions which are not very common, one would think that advertising of those products widely used would always result in the advertised products being the largest sellers. But the outstanding example of this not being true is the vitamin market in which the largest seller by far is an ethical product, with the advertised products representing only a minor segment of the total business.

But many contend that research alone could not be the answer to the condition which exists in the drug industry today. They contend that consumer advertising, which has accomplished miracles in other fields, simply cannot accomplish the same results in the marketing of drug products. They claim that showmanship in selling products for the maintenance of health simply does not produce the results that one would expect. The general increase in the education of the people of this country in matters of health and treatment of disease has developed a state of mind that is not receptive to exaggeration or ballyhoo in the sale of these products. The great increase in the number of people who go to the doctor for treatment of their ills, and the great increase in hospitalization throughout the country is bringing to more people a knowledge of the products which the doctors recommend; and is bringing to them a realization of the limitations of the results that can be expected from the use of drugs alone. They well know that there are no panaceas which the tonics of old were purported to be.

Because of this attitude toward drug products on the part of the public, self-medication has become largely confined to the use of preparations which give results that the user can understand and feel. Therefore, successfully advertised proprietaries are becoming limited to such products as antacids, alkalizers, headache remedies, laxatives, chest rubs, nose drops, anti-

(Continued on page 616)

THE abrasives used in dentifrices are varied. The most suitable abrasive for cleaning teeth is the one that will clean and polish them without wearing away the enamel. Chalk is the material most generally used. For tooth paste a lighter chalk than that used for powders is desirable. The reason for this is that the lighter chalk has better absorbent qualities and the denser chalk pours through the opening of the powder package with greater facility. While chalk occurs naturally as a marine foundation of the shells of minute foranimifera in great thickness, like the chalk cliffs of Dover, the natural is too impure to use in tooth cleansing preparations. The facts are that the so-called precipitated chalks are made by passing carbon dioxide through purified slacked lime, produced from a pure grade of limestone, under carefully controlled conditions to produce desired density and quality. These two characteristics are scientifically controlled by making it artificially.

Next to chalk, magnesium salts, either as the hydroxide or milk of magnesia or as the carbonate are used. The finished preparations made from these are assigned the name "Milk of Magnesia," which has a certain consumer pulling power. Magnesium hydroxide is not used for tooth powders because of its consistency. In this case the carbonate is used to a limited extent because of its lightness.

Milk of Magnesia or magnesium hydroxide is available in varied forms. The old custom of making it by precipitating magnesium sulfate with sodium hydroxide is yielding to more facile methods. To make it the old way required a great amount of manufacturing detail, particularly washing. For that reason dentifrice manufacturers preferred the more readily available forms of magnesium hydroxide. One form consists of magnesium oxide in powder form, packed to withstand moisture penetration. This may be readily hydrated to the hydroxide by the addition of water under proper conditions by simply stirring the two together. Another form of magnesium hydroxide is Hydro Magma Paste, which contains considerable moisture and may be added to tooth paste formulae with very little manipulation. It is uniform in composition and is easily dispersed into a tooth paste during the mixing operations.

VON MIKLOS

Another polishing and cleansing material which is used as an abrasive quite extensively in both pastes and powders is a purified calcium sulfate. This product is used to replace part of the chalk. It adds desirable polishing qualities to the paste or powder in which it is employed. Talc and clays are used to a more limited extent. Tricalcium phosphate and calcium pyrophosphate have been used in the past but are practically discontinued today. Silica, pumice, ground cuttlefish bone, are used to a limited extent, but are too harshly abrasive to be condoned. Some attempts have been made to substitute mineral abrasives with softer organic substances that will clean and at the same time overcome the eroding action of mineral abrasives. These experiments with cellulose, dried ground vegetable substances and other organics have not gone very

far. They are too expensive, not uniform and are difficult to compound, particularly into pastes.

The discussion of sweetening agents in dentifrices can be passed over briefly. Powdered sugar was once used for pastes and powders. Honey, also, was popular. Saccharin, either soluble or insoluble has replaced practically all other sweeteners in dentifrices, except certain liquid types. Economy, uniformity, facility and stability have dictated its general use for this purpose.

Flavors or aromatics play an important role in the compounding of dentifrices and often are the deciding factor of the consumer's estimate of it. Many, especially children, will evaluate the quality of a preparation upon the flavor alone. For this reason it is most important that a paste, powder or liquid be flavored to meet the taste of the majority of the people. It is not possible to average one hundred per cent as to the personal idiosyncrasies of so many individuals. In many cases, however, undue attention is given to this question of taste not only during use but the after-taste and after-effect. It is quite common to hear the expression, that a tooth paste "gags," is soapy, is too sweet or other common criticisms of this nature. While no general rule can be laid down as to how to flavor these products, it may be said as a whole people do not like the medicinal and the soapy tastes which are evident in many cases. It may be remiss to say that most persons using dentifrices are not impressed by the medicinal appeal, but a close examination of the most popular dentifrices show that these are tastefully rather than medicinally flavored. Both synthetics and essential oils are suitable for flavoring. In carrying out the operation, however, two essentials of flavor peculiar solely to the tongue, must not be overlooked. These are saltiness and sweetness. Just as in the food industries, these two tastes are important, the same is true of dentifrices. Another point that must be considered is that since many dentifrices contain soap and other ingredients that adversely affect flavor, the compatibility of the flavoring ingredients must be carefully considered in conjunction with these substances. Oil, like cassia, for example, which contains unsaturated bodies, not only is apt to change its flavor rapidly, but also may discolor to a considerable extent. In other cases where the terpenes give an unfavorable taste reaction, it is desirable to use terpeneless oils, even though the initial cost may be higher. Redistilled oils, like that of peppermint, are to be highly recommended. The most generally used flavors are compounded from oils of peppermint, spearmint, cloves, cassia, anise, cardamom, angelica seed, sassafras, eucalyptus, bergamot and otto of rose. Isolates like menthol eucalyptol and geraniol find their way into many flavoring compounds. Among the artificial products used are thymol, vanillin, coumarin, methyl salicylate, beta naphthol and salol. From such a long array of substances many combinations of flavor are possible.

If dentifrices are to be colored, only certified or FDA color should be used. Aniline colors are preferable to the natural colors as they are more uniform and easier to use. Numerous tests by aging and under severe atmospheric conditions should be carried out before a shade is finally adopted as changes of hue are very apt to occur in such complicated mixtures as we are discussing.

A Complete Survey of DENTIFRICES *As to Raw Materials Used*

By E. G. THOMSSEN, Ph. D., Consulting Chemist

Both wetting agents and soap are used to produce lather in dentifrices.

The use of wetting agents is much more recent than that of soap. There are many types of these products available, but the manufacturers who use them are employing an alkyl sulfate, like lauryl sulfate or an alkyl aryl sulfate of suitable composition and properties. These foaming agents are particularly suitable for use in liquid dentifrices in that they are not required in as large a quantity as soap, help to disperse the flavoring oils through the liquid and make more stable and clearer solutions that withstand temperature changes than soap does. The effect of wetting agents in the mouth has been studied. They but slightly retard the secretion of the starch digestive enzymes, designated as ptyalin, and the enzymatic action of the saliva on starches in the mouth is slight and temporary. In appropriate concentrations they are definitely useful for cleansing the surfaces of the teeth. Certain claims have been made for their bacteriostatic effect, but these are not general and are of but minor importance. They are non-toxic and do not irritate the oral membranes.

(Continued on page 618)

BRAZILIAN SASSAFRAS OI

EVER since World War II severed the Western Hemisphere from most of its former souces of supply in Euproe and Asia, Brazil has been coming to the fore as a new producer of essential oils, most of which were eagerly absorbed by the American pharmaceutical, food and flavor, soap, cosmetic and perfume industries. This development, spectacular in many cases, arose out of Brazil's immense and mainly untapped wealth of natural resources; it has been favored by that country's variety of climatic, soil and altitude conditions, its abundant and comparatively low-priced labor. The vast forests and plains of Brazil, partly not even completely explored, abound with little known trees and plants, some of which could probably be exploited commercially for their essential oils, gums, resins, waxes and drugs.

One of the most remarkable examples in this respect is the so-called Brazilian sassafras oil, practically unknown only a few years ago, the production of which has reached the astounding figure of several hundred tons per year. The first distilling experiments were undertaken in 1938 by an immigrant, Otto Grimm, who came to Brazil in 1930. His firm alone is said to have produced during 1942 more than 30 tons of oil, while many other newly founded firms also commenced and expanded distillation of this new oil.

When the first shipments of the so-called Brazilian sassafras oil reached our ports, the U. S. Custom officials hesitated to admit it as a natural and genuine oil since nothing was known about its botanical origin. A voyage to Brazil recently undertaken by the author will help to shed some light on this question.

Brazilian sassafras oil is distilled from the wood of *ocotea pretiosa* Benth (fam. *Lauracese*), locally called "Canela Sassafraz," a tall, beautiful tree of 10 to 15 meters height, with a trunk 30 to 50 centimeters in diameter. It grows feral and abundantly in the vast forests of the State of Santa Catarina along the River Itajai, mainly in the communities of Rio do Sul, Blumenau, Itajai, Camboriu and Graõ Pará. These temperate sections belong to the wealthiest, most prosperous and prettiest farming countries in Brazil, reminding in many ways of the Black Forests on the upper Rhine in Europe. The population there consists principally of decendants of German and Swiss settlers who also dominate the newly established sassafras oil industry.

Ocotea pretiosa occurs also in other parts of Brazil and South America, for instance in the forests of temperate Colombia, but has never been exploited commercially outside of the Brazilian State of Santa Catarina.

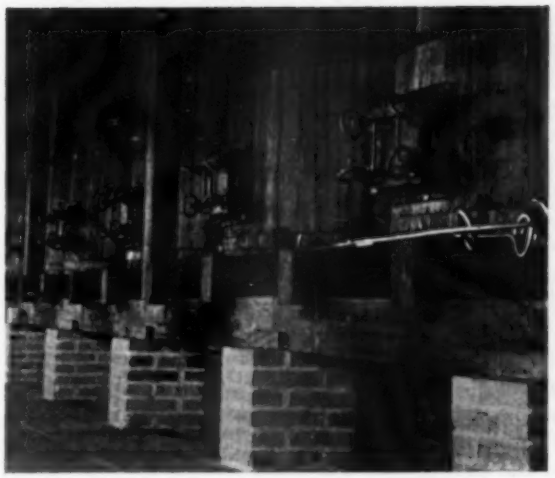
Some vague reference to Brazilian sassafras oil are given by Gildemeister and Hoffmann[1] under *Ocotea Sassafras* (syn. *Mespilodaphne Sassafras* Meissn.) which might be a related species or even identical with *ocotea pretiosa*. Distilling the fresh leaves of *ocotea Sassafras* years ago Peckolt[2] obtained a yield of 0.0055 per cent oil, from the fresh flowers 0.009 per cent, from the ground bark 0.2 per cent and from the air-dried chips 0.9 per cent oil. As mentioned, the present commercial distillers employ only the wood of the tree.

The wood of *ocotea pretiosa* is hard and resistant, but grainy and full of fissures; it splits easily, especially in the drier highlands. Therefore, it lends itself only for certain purposes, railroad ties for instance, but not for

*Chief Research Chemist, Fritzsche Brothers, Inc., New York
COPYRIGHT 1944, by E. G., New York

AS OIL

By ERNEST GUENTHER, Ph.D.*



furniture, except in the humid, warm coastal regions. Besides, its strong odor permits the use of Brazilian sassafras wood only for the cheaper sorts of furniture.

When the first settlers of Santa Catarina cut clearings into the vast and dense forests of cedars and sassafras they simply left a great many of the hard and heavy sassafras trunks lying on the ground, the lack of roads making it then impossible to haul these big logs away. Without tractors it is extremely difficult to remove these felled giants from the woods. Many of these old logs are now sawed into blocks and used for distillation. The main supply of wood, however, originates today from newly cut trees. For this purpose the wood cutters must now penetrate even further into virgin woods to find sufficiently old trees (forty to fifty years old) which alone give a good yield of oil. This evidently increases the cost of transportation to the distilleries. especially nowadays when gasoline for motor trucks is practically unavailable in Brazil. Oxcarts are, therefore, employed at present. During the period of heavy rains from December to May the hauling of the wood from the interior becomes almost impossible. As a result actual oil production lasts only about seven months per year, unless, of course, the distilleries process stored wood.

The trees are cut close to the ground, the roots being left in the soil as they cannot be extracted without heavy tractors. The great demand for oil during the past few years resulted in a rather reckless exploitation of the sassafras stands, with no adequate plans or laws for preservation or reforestation. Yet, these forests in Santa Catarina are of such vastness that there need be no fear, at least not for the next ten to fifteen years, about a shortage of sassafras wood for distilling purposes. However, higher prices may be expected in the future because of longer haulage.

In many cases the distillation of Brazilian sassafras oil constitutes a side industry of the larger sawmills, very much like the distillation of cedar wood oil in the southeast of the United States. There exists in Santa Catarina quite a number of sassafras distilleries, among them several large ones, about a dozen middle sized ones, the many small ones operating on a more primitive basis. The larger ones are equipped with good sized

(*Continued on page 620*)

[1] *Die Atherischen Ole*, 3rd Ed. Vol. II, 708.
[2] *Pharm. Rev.* 15 (1897) 45.

The Truth About Aspirin

By M. A. LESSER

THE August 1944 issue of the *American Mercury* carried an article by P. Drotning entitled, "Aspirin Can Be Deadly." Glancing at this scare headline we wondered if the public was in for another of those periodic "exposés" of a really valuable and comparatively safe drug. Of course aspirin can be deadly to those sensitive to it and to those who take it indiscriminately in large overdoses. Nonetheless, aspirin remains one of the most valuable of the commonly used remedies. Perhaps this is as good a time as any to check the evidence—pro and con—on aspirin dangers.

Acetylsalicylic acid was introduced by Dreser in 1899 in the hope that in this form the gastric irritation caused by salicylates might be avoided. Whether or not he succeeded is still a matter of argument among pharmacologists and clinicians. Presented as "aspirin" to the public, this drug has since become one of the most widely used of modern remedies.[1,2] Practically every home medicine cabinet in the country contains a bottle of aspirin and tons of the drug are consumed annually, with the quantity increasing every year. In 1937, for example, 5,143,672 pounds of aspirin were sold; a tremendous increase over the 1933 figures of 3,143,762 pounds.[3] In 1939, the production increased to 5,371,682 pounds and in 1940 exceeded that high level by more than a million pounds.[4] In his recent discussion, concerned chiefly with the relationship between aspirin and lowered blood coagulability, Drotning[5] stated that the average American consumption of the drug averages around 7,000,000 pounds annually.

A good proportion of this aspirin was dispensed as a result of doctors' prescriptions. Prescription surveys made during the past few years attest physicians' confidence in acetylsalicylic acid as a simple and efficient therapeutic agent. In the survey[6] made by the Department of Commerce in 1932, this drug was second on the list of prescription ingredients; water being the only agent more frequently employed. Aspirin still held the same position in a similar government study[7] reported three years later. Two independent surveys[8,9] published in 1941 showed acetylsalicylic acid to be in eleventh and tenth, place respectively. Still ranked as among the most important of prescription items, this lower rating can hardly be interpreted as a result of less frequent recommendation for the simple reason that physicians now seldom feel it necessary to write a prescription for aspirin, except when combined with other drugs.

These figures have not been cited merely to present interesting statistics. They have a very important bearing on the whole picture of aspirin dangers. It is quite obvious that a drug as widely used as is this one would present tremendously increased opportunities for observing untoward reactions. On the other hand, this same wide usage makes important any dangers inherent in the drug. In its forty-five years of history, aspirin has been blamed for many things. Some of them are justified, others have been proved wrong while a few still await further study and evaluation.

Pharmacologically and clinically, acetylsalicylic acid has received extensive investigation.[10] Newer pharmacological studies have confirmed that aspirin has a wide margin of safety. In 1938, Wokes,[11] citing the then unpublished work of Brownlee,[12] pointed out that studies on several species of laboratory animals gave good agreement with regard to aspirin toxicity. Transferring the data thus obtained to man, Wokes remarked that the average lethal dose of aspirin should be about twenty times the average therapeutic dose, or about 200 to 300 grains. The literature gives instances of deaths resulting from doses in this range. However, these are average figures and since human susceptibility to drugs varies widely, people have died from somewhat lower quantities, e.g. 150 to 200 grains within a twenty-four hour period.

Conversely, cases are on record where individuals have survived really massive doses of aspirin. In 1942, for example, Oakley and Donnell[13] reported the recovery after suitable treatment of a woman who had swallowed nearly 1,000 grains of the antipyretic drug. More recently, Charters[14] cited another similar instance in which 750 grains of aspirin were taken in a suicidal attempt. The woman was discharged as recovered on the fifth day.

"In general," summarized Wokes, "the lethal dose of antipyretic drugs is so much greater than the therapeutic dose that, in view of the enormous quantities of these drugs consumed annually, accidents are relatively rare." While deaths have resulted from accidental overdosage, a much larger number of fatalities are caused by deliberate, suicidal attempts by means of aspirin. Even so, most attempts at self-destruction with this drug end in failure. Balazs,[15] for example, reported that among 752 attempts at suicide with aspirin, only four ended fatally.

In England fatalities attributed to aspirin, mostly

suicidal, are far out of proportion to similar poisonings in the United States. Expressing concern over these British statistics,[16] an editorial in the *Journal of the American Medical Association*[17] nonetheless pointed out that, "In spite of the tremendous amount of self medication with aspirin in this country, comparatively little poisoning has been reported." The editorial also observed that probably no other as widely used drug has had fewer deaths reported following its use.

Because in certain conditions aspirin must be administered over long periods many people have wondered as to the risks involved during prolonged medication. This is especially true in patients with arthritis, acute rheumatic fever and protracted conditions accompanied by high temperatures as well as in other conditions where antipyretic or analgesic medication is required. Laboratory experiments cited in Cushny's text[18] have a definite bearing on this point. In this work, feeding experiments were carried out on white rats using large doses over a prolonged period of time. The results were negative with regard to normal growth and general physical condition. The animals went through normal pregnancies and gave birth to normal litters despite daily doses of acetylsalicylic acid doses corresponding to 39 Gm. for a 70 kg. (average weight) man.

Of interest in this connection is a note by Cunningham[19] in which he cited an instance of a man with arthritis who had taken 125 grains of aspirin daily for seventeen years without any apparent harmful effects.

However, newer studies indicate that prolonged aspirin administration may have a detrimental effect on the normal blood clotting mechanism. In 1941, Huebner and Link[20] noted that dicumarol, which could be degraded to salicylic acid, causes a decrease in blood prothrombin. Later work[21] with salicylic acid on rats kept on a low vitamin K diet showed a similar decrease in prothrombin. If unprotected by vitamin K (the so-called "coagulation" vitamin), prolonged administration of the salicylate resulted in hemorrhages. Studies on humans given salicylates, including aspirin, gave comparable results.[22,23] Simultaneous administration of the vitamin prevented hemorrhages, but giving vitamin K after bleeding had started was of little value.

These findings offer a plausible explanation as to why bleeding sometimes occurs after large or prolonged administration of aspirin. This has frequently been noted in patients with rheumatic fever who are receiving salicylates. Much more rarely, nosebleed may occur after large aspirin dosage. A tie-up between the use of aspirin to ease pain and post-tonsillectomy hemorrhage was recently suggested by Nievert[24] in a report at the New York Academy of Medicine. He recommended the simultaneous administration of vitamin K with the usual doses of aspirin to prevent the secondary hemorrhages generally occurring on the sixth or seventh day following the removal of tonsils or adenoids.

Reviewing these findings editorially, the *Journal of the American Medical Association*[25] concurred on the advisability of administering vitamin K as a protective measure in those receiving large amounts of aspirin. However, it stated that it does not now seem necessary to give the vitamin to all those receiving salicylates.

The amount of vitamin K necessary to prevent blood coagulation slowing has not been established, but Shapiro's[26] studies indicate that approximately 1 mg. of synthetic vitamin K will counteract the prothrombinopenia—inducing action of 1 Gm. of acetylsalicylic acid. This worker presents the interesting view that the discrepancy between the frequency of toxic reactions to aspirin in England and the much better record in the United States may perhaps be attributable to the dietary differences between the two countries. In America, there is a freer consumption of fresh green vegetables which would augment the vitamin K intake and therefore exert a greater protective action.

A person hypersensitive or allergic to a particular drug reacts to it in a manner entirely different from the expected pharmacological response.[27,28] In the case of persons sensitive to aspirin the reactions may be mild but are often severe and very alarming. Because it is so widely used, hypersensitivity to aspirin is undoubtedly more frequently observed than other forms

(Continued on page 622)

For Control of Administrative Law

BECAUSE of the multiplicity of Government agencies, commissions, boards, authorities, corporations, administrations, and what-not that have been developed within the Federal Government in the last ten or more years, several bills have been introduced in Congress to correct the abuses to justice for which these administrative groups are responsible. The enactment of one of these bills, which are for the purpose of creating a fair system of Federal Government procedure, is of extreme importance to this industry because the strict regulations of the Federal Trade Commission, Food and Drug Administration, Narcotic Division, Alcohol Tax Unit, and various other Government boards and bureaus seriously affect the everyday life of manufacturers of drugs and cosmetics. It must be clearly understood that these bills do not contemplate any control over the agencies created for aid in prosecuting the war such as the WPB, the OPA, and any other agencies that terminate within a fixed period of time.

The need for some sort of control so that justice might result from our present bureaucratic or alphabetic form of Government has long been recognized. Yet, nothing was done until this year when the Special Committee on Administrative Law of the American Bar Association drafted a proposed bill to bring about the result desired. As far back as 1937, President Roosevelt transmitted to Congress the report of his Committee on Administrative Management, and in a special message accompanying the report he said:

"I have examined this report carefully and thoughtfully, and am convinced that it is a great document of permanent importance. . . . The practice of creating independent regulatory commissions, who perform administrative work in addition to judicial work, threatens to develop a 'fourth branch' of the Government for which there is no sanction in the Constitution."

The plan submitted by the President included the separation of judicial from all other functions performed by any agency, whether an independent board or commission or a bureau within an executive department. The report states that: "The Executive Branch of the Government of the United States has . . . . grown up without plan or design. . . . To look at it now, no one would ever recognize the structure which the founding fathers erected a century and a half ago. . . . Commissions have been the result of legislative groping rather than the pursuit of a consistent policy. . . . There are in reality miniature independent governments set up to deal with the railroad problem, the banking problem, or the radio problem. . . . There is a conflict of principle involved in their make-up and functions. . . . They are vested with duties of administration . . . . and at the same time they are given important judicial work. . . . The evils resulting from this confusion of principles are insidious and far-reaching. . . . Pressures and influences properly enough directed toward officers responsible for formulating and administering policy constitute an unwholesome atmosphere in which to adjudicate private rights. But the mixed duties of the commissions render escape from these subversive influences impossible. Furthermore, the same men are obliged to serve both as prosecutors and as judges. This not only undermines judicial fairness; it weakens public confidence in that fairness. Commission decisions affecting private rights and conduct lie under the suspicion of being rationalizations of the preliminary findings which the Commission, in the role of prosecutor, presented to itself."

A complete and drastic program of separation was proposed. The proposal was that regular agencies should "be divided into an administrative section and a judicial section . . . . the judicial section would be wholly independent. . . . Its members would be appointed by the President with the approval of the Senate for long, staggered terms and would be removable only for causes stated in the statute. . . . The administrative section . . . . would formulate rules, initiate action, investigate complaints. . . . It would, of course, do all the purely administrative or sublegislative work now done by the commissions—in short all the work which is not essentially judicial in nature. The judicial section would sit as an impartial, independent body to make decisions affecting the public interest and private rights. This proposed plan . . . . guarantees the complete independence and neutrality for that part of the work which must be performed after the manner of a court."

What is termed "administrative law," or what is now widely called "bureaucracy," has been developing since the end of World War I, although its most rapid growth has taken place in the last ten years with the multiplicity of agencies and other Government departments which have been created under the New Deal. Since Americans are just now admitting that administrative justice is a valid and going institution, and since in its earlier years it was recognized only as an exceptional and sporadic form of justice, no general provision has been made for its operations. Although it is now a vast and vital field, there are no clearly recognized rules or guides for either the public or the administrator.

Following the proposal by the American Bar Association that some legislation was necessary, and following the publication of a proposed bill drafted by the American Bar Association, three separate bills were in-

(*Continued on page 625*)

Compact Rouge

Rouges have become next to face powders and lipsticks one of the most important of the make-up items used at the present time. The compact rouge seems to be the preferred type and, though some women prefer the creamy type, the compact type will undoubtedly retain its greater popularity because of its ease of use.

Methods of compact manufacture are few and control of color is rather difficult. For these and other reasons its manufacture may be classified as an art rather than a usual factory process. As far as control is concerned it may be said that, unless external conditions of temperature and humidity are strictly controlled, each batch in itself becomes a separate problem.

Formulation, though important, is not as important as the processing involved. Combinations of any of a large number of materials may be used depending on the results desired. Talc, in most cases the largest single constituent, is used as a filler and should be as free as possible from "sparklers." Before the war, French talc used to be the desired variety because, among other things, it had a minimum of "sparklers" and was itself a dull appearing substance. Desired types of talc have now become increasingly difficult to obtain, but there are some domestic talcs from California and Vermont which give good results. The color of the talc is not an important consideration insofar as its use in rouges is concerned since the final product is highly enough colored to cover any slight discoloration of the raw material. There should, however, be a complete absence of grittiness. Otherwise, it may retard the ease of application of the final product.

Kaolin in addition to its use as a filler also is used as a binder. The percentage of kaolin, therefore, has a marked effect on the strength of the compact in its final form. Indeed some manufacturers use kaolin as the sole binder in their rouge and do not use any gums to maintain that function at all. Too large a percentage of kaolin, however, would cause the cake to become too hard.

In addition to the fillers, covering agents are also incorporated into a rouge formula. It used to be that zinc oxide and perhaps barium sulfate were the sole substances used but more recently titanium dioxide has very much come into use. These substances are entirely opposite to kaolin in their physical properties. Too great a percentage causes the cake to become brittle and crack easily. Furthermore, these ingredients do not have any tendency to act as binders and too large a percentage also makes the product difficult to process. Their inclusion is important, however, since their presence greatly enhances the colors incorporated into the cake.

Small quantities of magnesium carbonate and cal-

cium carbonate are also sometimes used as carriers for the perfume oils, but their percentage must necessarily be kept down or else they too will have a tendency to make the cake brittle and easy to crack.

Binders may be drawn from a large number of natural gums such as tragacanth (which, incidentally, appears to be the preferred type), karaya, arabic and quince seed. In addition there are some synthetic materials now available which also act as excellent binders, notably methylcellulose. It is not recommended that mixtures of gums be used because of the danger of incompatibility so common among gums. The quantity of the gum used would necessarily vary with the amount of kaolin used in the formula. Too great a quantity should be avoided as here again it might lead to too hard a cake. No particular gum seems to have any too great an advantage over others but their individual characteristics must be considered when used. In addition to gums, small amounts of oily materials may also be used, such as lanolin. These in addition to providing an additional binding action provide a small amount of emolliency to detract from the completely dried powder. The amounts of these substances also vary from a few tenths of one per cent to two per cent.

Methods of manufacture are divided into several different types. There is at least one firm that pregrinds the constituents of its rouge and then adds water into which a gum has been incorporated to form a thin paste. The paste is then poured into pots and allowed to dry to its final cake form. This is the simplest method of preparation, but color control is most difficult, since any change in the drying temperature or the length of drying time will have an influence on the final shade. The more commonly used methods are much more complicated but more easily controlled.

The earliest method of compact manufacture was to incorporate the alcohol soluble colors in alcohol, or oil soluble colors in a solvent such as carbon tetrachloride, and then mix with the powders and allow them to dry. After drying the tinted powders were ground and wetted down with an aqueous gum solution and then pressed into pans by means of a foot or hand press equipped with proper dies. This method is no longer in general use since the insoluble lakes were found to be more stable and more easily handled colors. A processing method rather extensively used is to:

1. Incorporate the colors with the other constituents by mixing in a pony mixer.
2. Add water in which gum has previously been incorporated to a point where a thick paste is formed.
3. Dry in a well ventilated oven at a minimum temperature (about 0° C.).
4. Grind the dried mass through a micropulverizer or a ball mill.
5. Wet down with just enough water to allow the particles to cling to each other.
6. Press into pans.

As generally practiced it has been found best to prepare intermediates beforehand which consist of a single color incorporated in about 10 per cent strength in the base and treating as above up to and including No. 4. A white base is also made consisting of the base without any color treated in the same fashion. The dried powders are now mixed together and ground to achieve the ultimate degree of mixing. It is during this process that any color corrections may be made. The powder is then wetted down and ground and pressed as mentioned in No. 5 and No. 6.

With the introduction of the micropulverizer and other grinding equipment such as those in which high pressure air is used, there has been a tendency to eliminate some of the steps involved. Some manufacturers merely grind the dry color and base together and, before pressing, wet down with a gum solution. This method seems to be proving to be satisfactory although it is claimed that the additional processing will still produce a better product because the colors are "bled" so thoroughly—a step which is eliminated by omission of the wetting down and drying processes. It is claimed that as a result of this omission the shade is much more likely to change on standing. Exponents of this theory have good evidence to prove their point and there may be some truth to these claims. On the other hand, it is also claimed that intimate grinding in the presence of water will in itself cause the colors to be "bled." The truth seems to lie somewhere in between. If the powders could be ground to fine enough particle size in the presence of a comparatively large amount of water it would be reasonable to suppose that "bleeding" and ultimate extension of the colors would take place.

The pressing operation is one that deserves careful consideration. There are both foot presses and automatic presses in use and both serve their purpose. The foot press can do a small run more economically than the automatic variety because of the cleaning time necessary on the larger automatic type. For large scale production there is no doubt that the automatic power press is the more desirable. The mechanics of the pressing operation, however, remain the same. After the powder is put into the pan, the press must compress it to the proper degree and at the same time force any occluded air out of the cake, since its presence would cause undesirable pimples. This is accomplished by a slow downward stroke, so that the air could be forced out gradually without causing any of the powder to come along with it. This may be accomplished (on the automatic presses) by a suitable action or as in some presses by having the cake go through a series of pressing operations where the pressure becomes increasingly greater each time. The die should not fit the pan too snugly as it is desirable to have a small space around the periphery of the pan to allow the occluded air to escape. Rubber damming is also used to prevent the powder from sticking to the die thus marring the appearance of the cake.

It would be difficult to cover all the fine points of compact manufacture in a single article. Rouge making is still very much an art and the individual must, therefore, work out his own problems peculiar to the prevailing conditions.

How's Your Trade-Mark?

By JOHN H. GRAHAM

Editor's Note—The author of this article is a patent and trade-mark attorney who has had considerable experience with the products of this industry. From time to time he will write additional articles on patents and trade-marks covering particularly the international problems in this field which will have special significance in view of plans now being made for post-war international trade.

A TRADE-MARK is a positive link connecting the ultimate consumer with the manufacturer, yet all too often it is badly forged. Its existence preserves the identity of merchandise, and in carrying out this function the benefits flowing from a trade-mark are inestimable to the discerning manufacturer who has something to sell, even though the mark itself has no inherent value and only acquires its value by the popularity and profit accruing from sales of the goods to which it is attached. But time and time again the significance of its value both for promoting initial sales and for building a reputation among the buying public is overlooked, and a manufacturer will conceive and bring into the light of day a new trade-mark blindly and without resource to any competent counsel and with complete ignorance of the basic factors governing selection of a good trade-mark. After spending time, energy and money on the fostering of the trade-mark, everyone then becomes bewildered or belligerent depending on the part they have played in the debacle when informed that the trade-mark is unregistrable or unsound in some other way.

Any trade-mark selected for a product should be the combined effort of cooperation between all departments or persons who are to be actively concerned with fostering the new product and before its adoption it should be analyzed to see whether it is a good trade-mark and whether it is registrable as such.

However, no one so far seems to have devised a formula by which a proposed mark may be gauged as to its suitability. It is, therefore, my intention to set up the facts which govern selection of a suitable trade-mark and arrive at a common meeting ground for "proving" a trade-mark. Perhaps one of the best definitions of a trade-mark is as follows:

"A trade-mark may be tersely defined as any sign, mark, symbol, word or words, which indicate the origin or ownership of an article as distinguished from its quality, and which others have not the equal right to employ for the same purpose."—Ball v. Broadway Bazaar, Court of Appeals N. Y. 87 N. E. 674.

In its function of denoting origin of the goods to which it is applied, a trade-mark may consist of a symbol; a coined word or words; initials or numerals arbitrarily arranged; a word or words used in a fanciful manner, namely, nondescriptive of the goods or any property thereof; or any combination of these. Of these, it is obvious that either the symbol, the coined word, or other arbitrary form is the easiest of all the forms of trade-marks to originate or modify clearly to avoid prior registrations and uses, but is the hardest relatively to promote unless carefully chosen to indicate subtly in some way a message from the product. On the other hand, trade-marks formed of fanciful wording, which are so greatly utilized in the drug and cosmetic industry, are the easiest for telling the public suggestively what you have and make it want to buy, but the hardest both to clear the Patent Office by obtaining registration, and to avoid some other conflicting mark if such exists.

Accordingly, after selection of the best few of the many suggestions submitted for this new trade-mark, in whatever of the above forms they will be, each one should be analyzed for suitability by the chart below of which the first eight questions have equal value and the last two each have double that value. Thus, each mark proposed will have a possible twelve points, as shown, and those marks which rate all of these are indeed good. Try it out on some well-known trade-mark which is not an arbitrarily chosen group of letters or design owing its prominence to many years of high-priced advertising. Such a test will show you why you particularly liked a certain trade-mark and why another one did not quite ring the bell with you.

TRADE-MARK ANALYSIS CHART	*Yes*	*Points*
1. Is it easy to read?		1
2. Is it easy to pronounce?		1
3. Is it easy to remember?		1
4. Is it euphonious?		1
5. Is it simple in design?		1
6. Is it attractive in sound?		1
7. Is it attractive in appearance?		1
8. Can it readily be affixed to the goods?		1
9. Is it nondescriptive of the goods?		2
10. Is it distinctly different from discovered existing trade-marks in its own or a similar class?		2
TOTAL		

The first few questions need little explanation. Regarding questions 1, 2 and 3, it is well known that a

(*Continued on page 585*)

TOPS

IN WARTIME . . .

DODGE TAPER CORKS

HERE are four reasons why Dodge Taper Corks are "tops" among wartime packages closures.

No. 1. Sure Source of Supply. Of the chief closure materials—cork, metal, wood, plastics—cork is the only one which is not on the critical list. Cork stocks are ample for war and civilian use. This assures you of a continuous closure supply.

No. 2. Good Performance. Dodge Taper Corks are, functionally, all that can be desired in a closure. They provide an air-tight seal that *guards the integrity of the contents*. Dodge Taper Corks are reliable . . . run true to grade . . . insure a perfect seal for every package.

No. 3. Adaptable to Any Standard Package. Dodge Taper Corks . . . and Dodge Straight Corks . . . are available in all standard sizes. This permits a wide choice for various sizes and styles of containers.

No. 4. Dependable Delivery. You can depend upon Dodge for prompt delivery . . . reliable service. Dodge cork stocks are abundant . . . will meet your requirements on quantity and quality.

Write Dodge today. Specify size, type and grade of corks required.

DODGE CORK COMPANY, INC., LANCASTER, PA.

Note: Due to material restrictions, Dodge Milbossed Top Corks—the preferred closure for many styles of packages—are being manufactured in limited quantities. **Certain sizes are available for prompt delivery.** Send us your specifications.

DODGE CORK *Closures*

Designed to Guard the Integrity of the Contents

Packaging and Selling

The "Demonstrator" System

If the cease and desist order issued by the Federal Trade Commission in the matter involving the use of demonstrators by Elizabeth Arden means anything, it means that the end is not yet. Of course, in a case which has been under consideration since 1936 a few years more or less is probably not to be grudged but it must be confessed that, at this point, it looks very much as though all of the straining and striving to eliminate one merchandising practice may merely serve to set up an even more confusing system.

In his interpretation of the cease and desist order, Hugo Mock, counsel of the Toilet Goods Association, states that, "the manufacturer who wishes to continue demonstrators should not furnish the demonstrator or pay the demonstrator direct but can comply with the decision of the Federal Trade Commission by contributing to the payment of such service and at the same time make an equal contribution on proportionally equal terms to the non-demonstrator accounts. If such contribution is made on proportionally equal terms, then the retailer may elect to use the amount to employ a demonstrator or sales person or may treat the amount as an extra discount."

If Mr. Mock's interpretation is valid and that should be the device adopted, the confusion existing in a situation where each account, in effect, had a different discount need not be emphasized here and would be a headache of really phenomenal proportions.

In the Elizabeth Arden findings of fact, the F.T.C. points out that, "Where a demonstrator is furnished, respondents seek to limit the cost of the demonstration service to themselves to not more than 10 per cent of the wholesale price of the Elizabeth Arden products purchased by the customer. This, however, is also a flexible factor in that the record shows costs of demonstrator services furnished to particular customers varying from about 7½ per cent to about 18½ per cent of the wholesale cost of goods purchased."

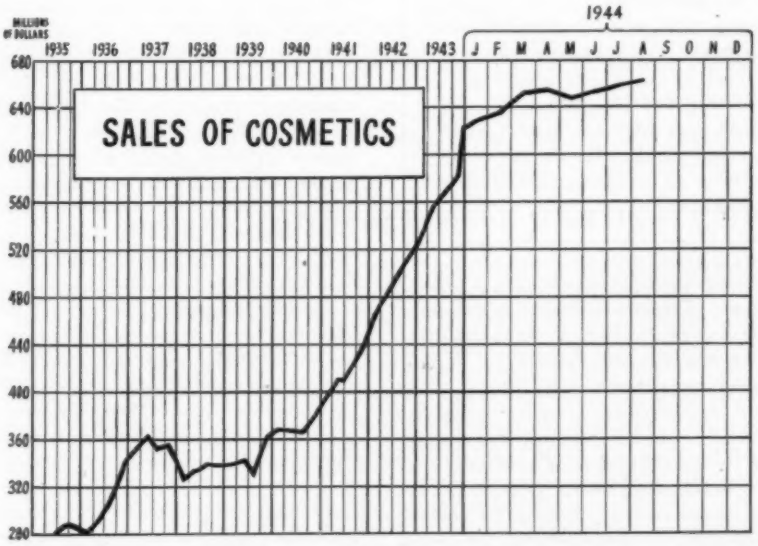
This variation, however, in actual cost, would be as nothing to the infinite number of variations possible under a system by which the discount would vary almost with every piece of goods sold.

One other device which might be used to handle the drug store distribution, 2,250 in the case of Arden, might be to sell all merchandise to one sales agency which in turn would only sell to drug stores. The sales agency would probably be an already established wholesaler, but in any case under such a set-up it would appear possible to eliminate by one operation the entire question of proportional demonstrator payments to each individual drug account.

Again, in the case of Arden, that would leave 725 department stores and 25 specialty shops to be adjusted satisfactorily under the interpretation of the order applied by Mr. Mock. That would still be a somewhat messy job but not an impossible one.

That is to say, the actual bookkeeping operation would not be an impossible one. But what effect the added discounts would have is hard to foresee. There are some department stores, very few, it is true, who still hold out against demonstrators. In the case of the John Wanamaker Philadelphia store, for example, a large and successful toilet goods operation, the windfall in the way of extra discounts all along the line would really amount to something.

According to the "findings," "respondents actually furnish about 125 fully paid demonstrators to customers, but this does not mean that 125 customers receive that service. At least 22 customers have two or three demonstrators in one store, and other customers have demonstrators in more than one store. Respondents also furnish about 80 partially paid demonstrators to customers and pay commissions to about 82 stores as a contribution to the



Retail sales of cosmetics for the twelve months ended with August totaled $662,448,000. This compares with $657,506,000 for the twelve-month period ending with July, and with $564,956,000 for the twelve-month period ending with August 1943.

Packaging Forum

By Josephine von Miklos

Just had a session with one of the two people in the country who are BLOWING plastic bottles. Sounds exciting and full of promises, although there are still a lot of hitches in the whole idea. At the moment blown plastic bottles and vials are being used by the million for the armed services, for medical ampules, serum, etc. It is obvious to apply the idea to cosmetic packages. But, this is where the problem comes in as of this moment. These things can be made only of thermoplastic materials, and thermoplastic materials still have not licked the effect of most of the ingredients and chemicals used in cosmetic manufacture. Most essential oils, alcohol, even the ingredients used in tooth powder either affect or are affected by thermoplastic materials. However, the hope is to develop a transparent lacquer with which the bottles and containers could be sprayed so as to make them practical. Of course, the idea of having extremely light weight, colorful, unbreakable cosmetic containers is most appealing and we are sure to see a lot of developments along these lines.

For cosmetic jars melamine, a thermosetting material is being used right now. Developed mostly for dishes by the Navy it is, so far, impervious to cosmetic chemicals. While the range of color available is not as yet as full as in other plastic materials, it is constantly being developed and extended. While more expensive than glass, the saving in shipping costs is considerable. And, of course, if, as and when the cost of moulding powders, of machinery, etc. comes down, and perhaps too, moulding itself becomes a somewhat less expensive procedure, the day may come on which plastic jars will compete in almost every way with glass jars, particularly opal jars whose one great disadvantage has always been weight.

Which is not to say that I believe we are embarking on an all plastic era. The manufacturers of other materials have not been asleep either during the war. Glass too has gone through a wide range of improvements and we'll see some better and a lot less breakable glass on our postwar shelves.

Too, there are the light metals, like aluminum and duraluminum and some steels. Although some of them are supposed to be largely released for consumer goods, the picture is as yet somewhat confused. The greatest difficulty seems to be the fact that fabricators of aluminum, for instance, are mostly still engaged in war production and those not working for Uncle Sam may not yet have enough experience and savvy to work the somewhat intricate metals economically. However, I can think of quite a number of applications for aluminum and those remarkable finishes which have been developed to give its surface not only permanency but some pretty amazing color effects.

There's a lot of fighting going on about the use of plastics in lipsticks as against the good old and proven metals like brass. Unfortunately for brass, the consumer has been spoiled by the size of plastic cases. Unfortunately for plastics, the consumer has had too many poorly working plastic jobs. But there will be ways to overcome both of these handicaps.

compensation of girls selling Elizabeth Arden products."

"Furnishing a demonstrator or contributing to the furnishing of a demonstrator constitutes a material service to a retail store purchasing respondents' products. It relieves the customer of all or part of the salary of the salesperson needed to sell Elizabeth Arden products to the public. For example, respondents supply two demonstrators to Saks-Fifth Avenue store in New York City, and that store has about 40 salesgirls in its cosmetic department, all paid by various manufacturers and not by the store; respondents furnish two demonstrators to Abraham & Straus, and this customer has 33 salesgirls in its cosmetic department, only two of whom are paid by the store; respondents furnish one demonstrator to John Wanamaker, and this customer has about 26 salesgirls in its cosmetic department, only 10 of whom are paid by the store. It is not unusual for a large store to have from one-third to all of the clerk hire of its cosmetic department paid by cosmetic manufacturers."

"The record contains a list of all the stores to which respondents furnish demonstrators—whether fully paid, partly paid, or commission arrangements—together with the names of all other purchasers of respondents' products located in the same cities as the customers who receive demonstrator service. For example, in Philadelphia, Pennsylvania, respondents furnish fully paid demonstrators to the Blum Store, Bonwit Teller, B. F. Dewees, and Strawbridge & Clothier. They furnish partly paid demonstrators to Gimbel Brothers and N. Snellenberg & Company. They sell their products to 13 other purchasers in Philadelphia to whom no demonstrator service whatever is furnished."

The commission points up the influence of the demonstrator on sales by referring to at least one instance in the Arden records where the placing of a demonstrator in the store increased sales three times over those of the preceding year. At the same time the commission traces an interesting history of the "demonstrator" system of how it "just grew."

"The development of respondents' present demonstrator policy has covered a long period of years. Prior to 1920 respondents furnished a selling service to some of their large customers by sending a representative to the customer's store for a limited period of time, usually not more than two weeks in a year and frequently less. These representatives served as consultants and advisers to members of the public who visited the store, and their business was the promotion of the sale of and, to a limited extent, the actual sale of Elizabeth Arden products for the benefit of respondents' customers. Not later than the early 1920's customers in some instances furnished special rooms where respondents' representatives displayed, sold, and promoted the sale of Elizabeth Arden products. Originally these special rooms were staffed by respondents' representatives for only a limited period of time. At some point these services became permanent in the case of some of respondents' customers and changed in form to the usual demonstrator service heretofore described. Permanent demonstrators were furnished by respondents at least as early as 1925, and by the end of 1929 respondents were furnishing demonstrators to a considerable number of their more important customers."

Where a demonstrator is furnished the commission points out that respon-

WHY WOMEN PREFER BUYING DRUGS IN CANS

DO YOU KNOW THESE 5 MAJOR REASONS?

Impartial, nation-wide consumer survey reveals reasons for housewives' preference

1. **SAFETY** . . . Cans don't break, chip, split, leak or tear. Safe when handled with wet hands.
2. **HEALTH PROTECTION** . . . Cans are sanitary—keep out germs and dirt. Directions lithographed on can—no labels to drop off.
3. **QUALITY PROTECTION** . . . Preserve contents—waterproof.
4. **CONVENIENCE** . . . Easy to open, to use, to clean, to store. Not easily tipped over.
5. **ECONOMY** . . . Cans are less expensive.

• These five sound reasons for preferring cans insure the future of the familiar, well-liked steel-and-tin containers. For consumers everywhere plainly know the many advantages of cans. And they'll welcome the day when wartime substitute containers are no longer necessary ...the day when they can once more buy all the products they want in *cans!*

CAN MANUFACTURERS' INSTITUTE, INC., NEW YORK

POWERFUL AD CAMPAIGN HELPS BUILD PREFERENCE FOR CANS

Full-page, full-color advertisements are now running every month, to remind consumers of the advantages of cans over wartime substitute containers.

Sunday supplements and the ten great national magazines shown here—carrying a monthly average of 50,000,000 printed messages—are helping to build public preference for cans. We expect post-war demand for goods in *cans* to be far greater than ever before.

NO OTHER CONTAINER PROTECTS LIKE THE CAN

IT LOOKED LIKE A *Round trip* TO MARS

Three years ago the production of several hundred billion units of penicillin per month looked as remote a possibility as a round trip to Mars for the week end. Today it is an accomplished fact.

To penicillin producers who have overcome seemingly insuperable problems of mass production and high-speed packaging, a well-deserved salute!

One problem they did NOT have to battle with was how to seal penicillin. The perfect answer was quickly found... an Alseco Seal applied by Alseco Machines.

The seal is one Alseco perfected for serums several years ago. The machines, designed and built by Alseco for high-speed application of tailor-made Alseco Seals, are fully automatic and highly efficient.

The ease with which this problem was solved does not mean that sealing penicillin is simple. Quite the contrary. It only shows that Alseco has the answer... or can soon find one... to many difficult sealing problems. Like yours, perhaps?

AT TOP: One of two Alseco Model AC Machines at Chas. Pfizer & Co., Inc., capable of applying Alseco Seals at speed of 66 per minute. Filled bottles are fed to it by conveyor from sterile room in background.

BELOW: Under the blue-enameled aluminum dust cap is a tamperproof aluminum seal holding a rubber stopper in place. Tear-off tab on seal bares the rubber stopper for inserting hypodermic needle.

ALSECO

TAILOR-MADE

SEALS AND SEALING MACHINES

ALUMINUM SEAL COMPANY · 1323 THIRD AVENUE · NEW KENSINGTON · PENNSYLVANIA

At your service: 20 years of experience building quality seals and sealing machines

The Cosmetic Trend

With the last mailing date for overseas packages passed, toilet goods counters have had their first experience with the Christmas demand. Judging from what one hears in buying offices results were satisfactory but spotty. Some stores seem to have done better than others and the differences are unusually heavy. Obviously merchandising plays an increasing part in toilet goods counter success and there seems to be some evidence that part of the trouble has resulted from faulty assortments. December 1st, the last safe date for mailing service men's gifts at home, will find the counters better prepared and counters should be busy right up to Christmas eve. Allowing for a normal monthly proportional distribution of sales, toilet goods departments should be well ahead of last year, even if November and December should not bring anything exceptional in sales but what may be reasonably expected.

At present showing toilet goods manufacturers will be able to look forward to a fair amount of mail orders for giftware. Those who have the right type of regular merchandise may find themselves busy filling last minute demand for the newer shades of lipsticks, etc.

There seems little doubt now, from everything that can be learned in the field, that the toilet goods and perfumery markets are getting ready for a change in front. It would be wrong as yet to talk of a revival of fashion as a demand influence, but there is a note of expectation in the "copy" of the fashion writers of the newspapers and magazines since the liberation of Paris that is not lost on the buyers.

How much it all will amount to depends practically entirely upon the industry here at home; because under present conditions there is still no chance of a real foreign lead.

Looking at their ordering problem from the counters' point of view, buyers are finding it rather difficult to proportion their orders for such everyday items as make-up, lipsticks, manicure articles and winter goods generally. Thinking in terms of this year's performance manufacturers may find that their larger outlets will base their orders for the remainder of the year at an approximate 10 per cent plus—of what they have bought during the remainder of the year to cover their November needs and slightly better for December. This does not include Christmas items. January 1945 expectations run to from 5 to 8 per cent better than January of this year. All depends upon the current year's experience of individual stores. Some buyers, with sales increases of 20 per cent and more to their credit for the year, may want to repeat their performance during 1945. Whether increases will be attempted along the line of larger checks or more sales is still a matter of conjecture. There is no doubt, however, that most buyers will be inclined to follow the line of least resistance by favoring ready demand lines and that unit for unit the preference will go to the higher priced article.

An explanation of why some buyers have been holding back on their toilet goods purchases during the last months seems due to industry. Comptrollers are rather insistent these days that departments be kept in as liquid a state as possible. Whenever such a situation arises the tendency is, of course, to go slow on the purchases of items which can be quickly replaced and where stocks in hand can be held low, for this reason. Toilet goods stand high on the list of such articles. Hence the natural inclination is to shift the responsibility of keeping reserve stocks from the retailer to the manufacturer.

dents expect the customer to maintain what they call a representative stock; that the customer will make available adequate display counters (in some cases respondents have furnished counters and other store fixtures to customers); that the customer will advertise at least twice a month (in some cases the respondents pay half the advertising cost, in other cases two-thirds of the cost, and in rare instances pay the full cost); will furnish a reasonable number of window displays; and tie-in Arden cosmetics with any fashion shows.

Although Hudnut, Bourjois, Coty, Elmo, Charles of the Ritz, and Primrose House were cited by the F.T.C. at the same time as Arden was and although the cases were consolidated to expedite the final hearing, it does not follow that the decisions in the other cases will follow the Arden decision. Their merchandising practices are not identical and their defenses differ in each case. And since the Arden case is to be appealed, the status quo will prevail anyhow unless and until the highest court upholds the F.T.C. order, which in all likelihood could not be before another two years.

In the meantime it does no harm to think about the demonstrator system and the outside objective point of view which holds that this industry goes to a lot of trouble to help share the department store's cost of doing business. There is ample justification for having a trained salesgirl sell cosmetics and ample proof that the trained girl sells more cosmetics. But is there any reason to believe that the total volume of cosmetics sold would fall off if these girls were trained and paid by the retailer rather than by the manufacturer?

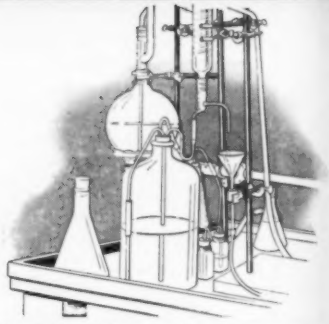
Let's Look at the Leigh Record

There have been so many differing rumors and so many conflicting opinions as to the progress of the Leigh perfumes since their introduction last October that perhaps a few facts may help to clear up the situation. The fact is that Leigh will do from $1,200,000 to $1,500,000 worth of business this year on the four perfumes—Heart Beat, Risque, Poetic Dream, and Dulcinea. Incidentally, the preceding listing is in order of popularity with Dulcinea tailing although reported to be coming up fast after a slow start. The distribution breakdown is also rather interesting for it shows that about three-fifths of the business is done through the independent retail drug stores, with department stores and chain drug stores sharing the balance about evenly. Although the impression appears rather widespread that the advertising budget was something fantastic the truth of the matter appears to be that so far under $250,000 has been spent to accomplish the above results.

The Leigh story is important because of the fact that Shulton did it and because of the single-size, single-price of $3.50, which, with the American perfume story, formed the base for the merchandising program. It is reported that another fragrance is to be added next year, probably "Desert Flower," a name already owned by Shulton and formerly used on the catalin-packaged make-up line of that name.

THIS "WINKING EYE" HELPS MAKE BETTER GLASS

It gives accurate test data to research men



FOR many experiments with glass, water of absolute purity is essential. A most interesting technique used in glass research is employed by Armstrong's glass chemists to provide this highly pure water. In this process, a "winking eye" plays an important part.

The water is first distilled—not just once, but twice—the final distilling in a specially designed glass still, and the water is treated to remove all air and carbon dioxide. But even twice-distilled water may contain minute quantities of copper and iron salts or other impurities. Since even the smallest quantity of any impurity might affect the accuracy of delicate experiments, it's vital to have an absolute check on the water's purity. The "winking eye" provides this check.

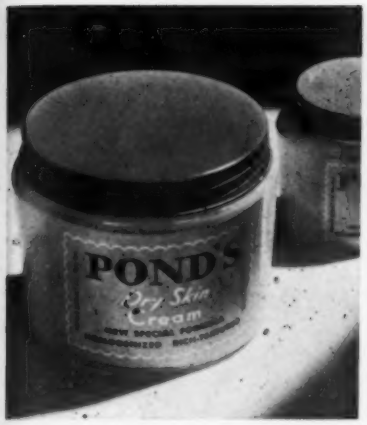
Two electrodes connected to the "winking eye" conductivity meter are placed in the water to be tested. A voltage is impressed on the electrodes. By its reaction, the "winking eye" indicates the amount of current passing through the water. Since the amount of current flow depends upon the impurities present in the water, the glass chemist can tell from the "winking eye" the exact purity of the water.

The painstaking care and delicate instruments used to check this one small factor in glass research are typical of the way in which Armstrong's glass chemists, physicists, and engineers carry on all their many projects. To their careful, persistent work is due, in large part, Armstrong's continuing reputation for top-quality glass.

Further interesting stories about the skill and experience that go into the making of top-quality glass are contained in Armstrong's illustrated booklet, "Men and Glass." For your free copy, write to Armstrong Cork Co., Glass and Closure Div., 3811 Prince St., Lancaster, Penna.

ARMSTRONG'S GLASS

and **ARMSTRONG'S CLOSURES**



Pond's rises to the number one skin problem —dry skin—with its new jumbo jar of dry skin cream, holding six and a half ounces and retailing for 90 cents.

The House of Westmore is introducing Overglo, a new one-shade face powder for use with tinted foundations only, thus adding a new factor to the powder-foundation imbroglio.

Helen Pessl's Little Lady line presents another in the series of the relatively few cosmetics designed and merchandised for the little girl market.

New Bath Line

Parfait, Inc. has designed a new bath accessory line which is called Tradition 1700. It consists of bath oils and crystals, bubble baths in oils and crystals; cold cream soap, body powder, powder mitts, lotion-cologne and alcohol cologne, perfume, powder perfume and sachet. Each item is perfumed with a delightful and matching fragrance identified by the name Tradition 1700. The packaging simulates white leather with hand painted designs picked up in the Pennsylvania Dutch colonies. The products retail from $2 to $8.

Tangee Cake Make-Up

Tangee has introduced Petal-Finish cake make-up, keyed to match the six popular shades of Tangee Petal-Finish face powder. The make-up comes in a good looking pink plastic container and retails for $1. Delicately scented, it goes on easily and smoothly, covering freckles or discolorations, and hiding small blemishes. The make-up has been especially formulated for the woman with dry skin, and, according to Tangee, laboratory tests on hundreds of women have proved that it can be used with equal success by the girl of sixteen and the woman of sixty. If this is so, the older woman will find her shangri-la—a cake make-up that gives her a smooth, mat finish and yet doesn't make her look as if she escaped from Shangri-la!

Little Lady

Helen Pessl, who has been in the cosmetic business for several years, has decided to cater to the "little lady," with a line designed especially for little girls. It is called "Little Lady" and includes shampoo, bubble bath, clear toilet water, hand lotion, dusting powder and a powder mit. There are also combination packages retailing at $5.00, $2.75, and$1.75. Most of the individual items retail at $1, and open up a new gift market in cosmetics. The items included in this line have been given considerable thought it appears, and should sell well for the psychological effect they will have on the tiny girl—pride in having her very own shampoo, bubble bath, dusting powder, hand lotion, all of which encourage cleanliness and care at a very tender age. And no need now to look longingly at her Mother's precious toilet water—here is some made especially for her. Helen Pessl's "Little Lady" line certainly seems to be something to own and something to give.

Parfait has joined those exploiting the higher-priced bath luxury market with its handsomely packaged Tradition 1700 line retailing from $2 to $8.

Tangee's cake make-up is called Petal Finish, comes in a good looking pink plastic container, retails for $1 and is said to be formulated for the women with dry skin.

The House of Gordon adds an after shave lotion to its line which it calls Skipper Gordon and makes use of a fish net to give a distinctive packaging motif.

LOOKING INTO THE FUTURE

When you think of bottles think of

Swindell

Machine made and hand made glass containers for cosmetics, drugs and beverages.

SWINDELL BROTHERS, Inc. BALTIMORE, MARYLAND

200 FIFTH AVENUE, NEW YORK ROBERTO ORTIZ—HAVANA, CUBA

This Shameless window ties in with Nadair Perfumes' alleged search for a shameless lady.

Nyal Repackages

New Nyal packages, in a variety of color combinations for several series of health preparations, have replaced the single orange and black container formerly used for all Nyall products.

A basic white background is found in all the new packages, but they differ according to product categories. Most Nyal internal medicines, for example, are distinguished by a red and black package pattern, while a brown and green combination has been adopted for the laxatives. Two tones of blue mark the antiseptic series. Orange and black, with the new white background, indicate preparations for the relief of colds, and effervescent salts have been packaged in lively blue-green with an appropriate motif of bubbles.

Tomato Red

In a pink season, it may not be high style to propose a tomato red, but we have it that Purdue University, entering the nail polish business on behalf of the farm problem, has turned out a tomato red. Seems the amateur city pickers didn't know a ripe tomato from an underdone one and so the university turned out some lacquer of the proper shade so that the picker's could use their fingernails for color-matching purposes and thus improve the quality of the pick.

Overglo One-Shade Powder

The House of Westmore is introducing Overglo, a new one-shade face powder for use with tinted foundations only. This seems like a basically sound idea—to let the foundation do the tinting and the face powder the finishing. Certainly any simplification of face powder shades should be well received by the majority of women who are constantly being confused by the wide shade range. Then too, the one-shade idea will make for quicker over-the-counter sales, and place face powder on the gift-giving list as well.

So far, Westmore admits that it is still at the guessing stage. Overglo face powder has been tested in five major cities, but it is already showing high sales potentialities. In one of the test cities, one little Overglo face powder cooperative ad brought orders from all over town.

The idea for the new one-shade face powder might well have been motivated by the fact that the heavier type of foundations have begun to make definite in-roads into the sales figures of face powder. Westmore's idea to make women powder conscious with this new, very sheer, and practically colorless face powder which permits the foundation color to show through in natural fashion, is definitely a clever one. It will not only help Westmore sell more face powder but it will help fa e powder sales generally. It is also interesting to note a passage in Westmore's folder on the new face powder, "Apply, as usual, any foundation base with color, to give your skin an artistic undertone. *For best results use Overglo Foundation Make-up.*" This again is a generous gesture on the part of Westmore as far as its powder foundation competitors are concerned.

How twins are delivered *safely every time*

The package does the trick. But let's go back to the beginning . . . back to the manufacturer whose problem was packaging small motors. An especially protective package was needed because these motors operate a very vital part of a bomber and were so urgently needed that delivery in perfect condition was an absolute "must"—there was no time to make replacements or to send damaged motors back for repairs.

At the time H & D Package Engineers were called to assist in working out a new package design, single unit motor shipments were being made in both heavy and light packages and damage was occurring with disturbing frequency. H & D technicians designed a new twin-pack corrugated shipping box. Result? Better all 'round packaging—two motors are packed with less labor than one . . . only one box to set up, pack, seal and stencil . . . cost per motor greatly reduced . . . handling expense reduced 50% . . . customer acceptance and good-will improved . . . and *no complaints.*

This is only one of the many case histories that speak for H & D's packaging knowledge. You too, can have the same expert advice on your packaging problems—the same rugged, reliable corrugated shipping boxes to protect and promote your products. Now is the time to consult H & D on your postwar problems. Write today.

Tells How to SHIP MORE ECONOMICALLY in Corrugated Boxes

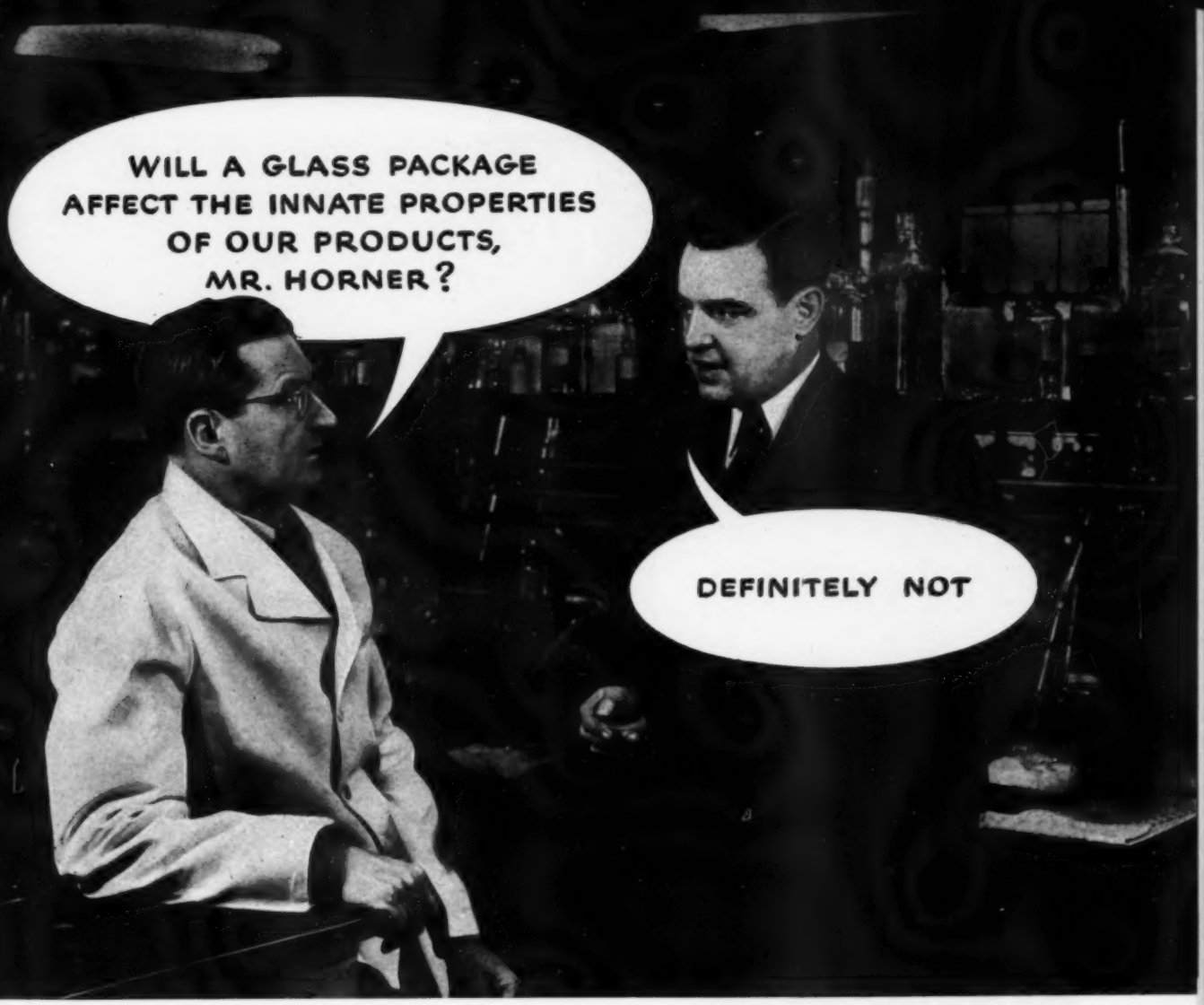
There's a best way to do everything. In the H & D Little Packaging Library Booklet, "How to SHIP More Economically in Corrugated Boxes" practical suggestions are offered that will help eliminate wasted time and materials, from receipt of boxes in your warehouse to delivery of their contents. For your copy write The Hinde & Dauch Paper Company, Executive Offices 4477 Decatur Street, Sandusky, Ohio.

FACTORIES in Baltimore • Boston • Buffalo • Chicago • Cleveland Detroit • Gloucester, N. J. • Hoboken • Kansas City • Lenoir, N. C. Montreal • Richmond • St. Louis • Sandusky, Ohio • Toronto

GENTLEMEN PREFER WAR BONDS

For postwar packaging . . better see H&D **HINDE & DAUCH**

AUTHORITY ON PACKAGING . . . CORRUGATED SHIPPING BOXES



Glass, for most packaging purposes, is chemically inert. Hundreds of tests and years of successful use have proved that the glass container in no way alters the taste, aroma, quality, or usefulness of drugs and chemicals; on the contrary, it *preserves* them in their original state throughout normal storage and shelf-life. It also eliminates the danger of an inner protective coating (required on other types of containers) from becoming fractured and exposing contents to chemically active inner walls. Light has little effect on glass-packed products. Undesirable changes formerly attributed to light are now known to be caused by heat and oxygen. Jars on dealers' shelves receive very little light, and of very low intensity. Moreover, commercial glassware *stops* many of the sun's rays; and, for products peculiarly sensitive to light, amber glass affords extra protection.

"Meet Corliss Archer" every Thursday evening, entire coast-to-coast network CBS

C. S. HORNER, one of Anchor Hocking's ablest and most popular men, has been a member of the Anchor Hocking family for 13 years.

ANCHOR HOCKING
GLASS & CAPS
ANCHOR HOCKING GLASS CORPORATION LANCASTER, OHIO

All Plastic

LIPSTICK CONTAINERS

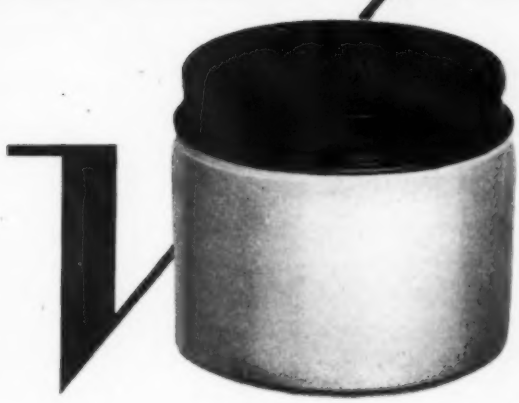
Swivels..

ILLUSTRATIONS ACTUAL SIZE

Push-ups..

HARRY BRODER
AND ASSOCIATES
5 EAST 47th STREET
NEW YORK 17, N. Y.
PLAZA 8-0520

WIRE OR WRITE FOR SAMPLES

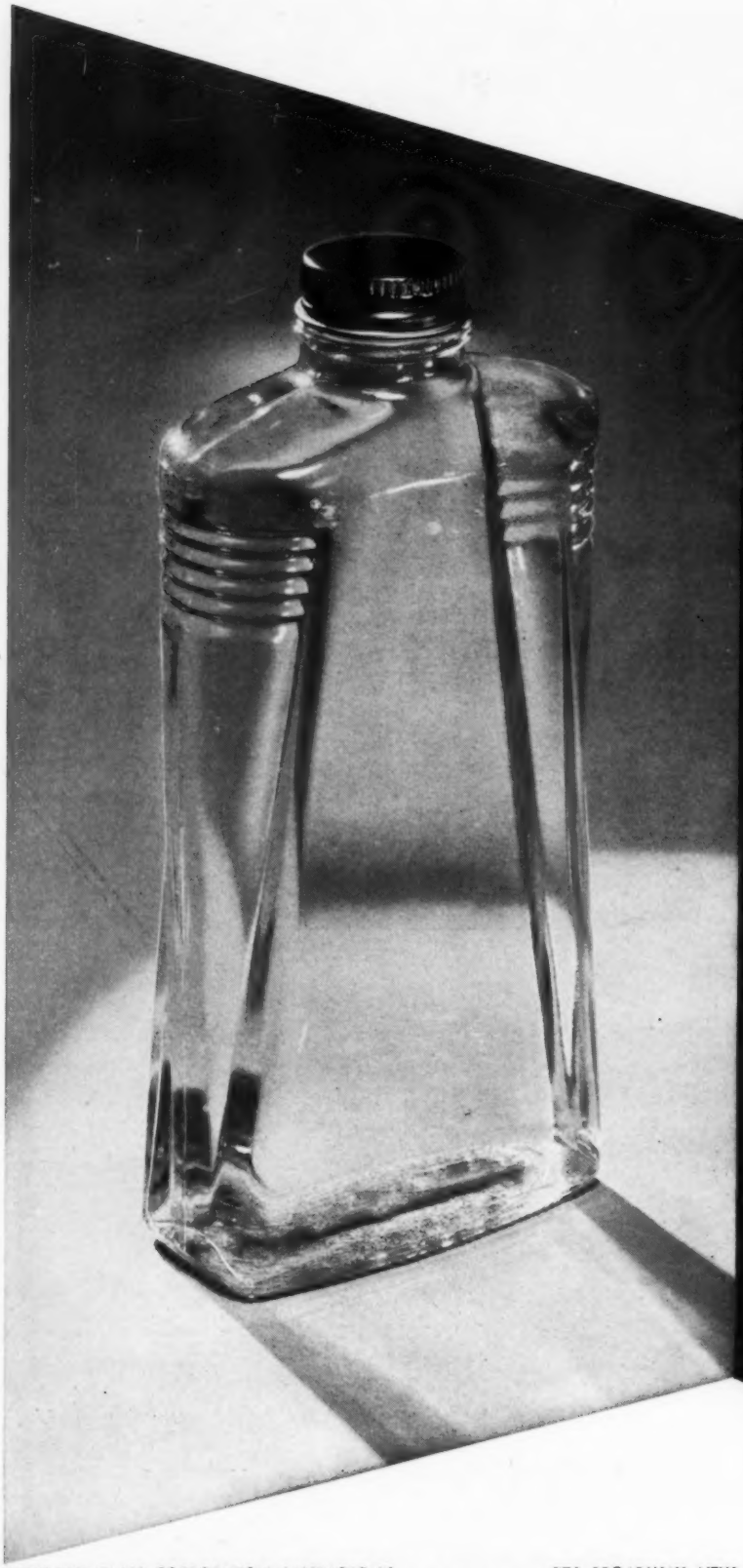


Efficient

Smartness and good looks combined with efficiency make an unbeatable combination.

It's easy to see, then, why progressive cosmetic packers use H-A Opal Jars exclusively.

HAZEL-ATLAS GLASS COMPANY, Wheeling, W. Va.



THE

Chesapeake Oval

BY

MARYLAND GLASS

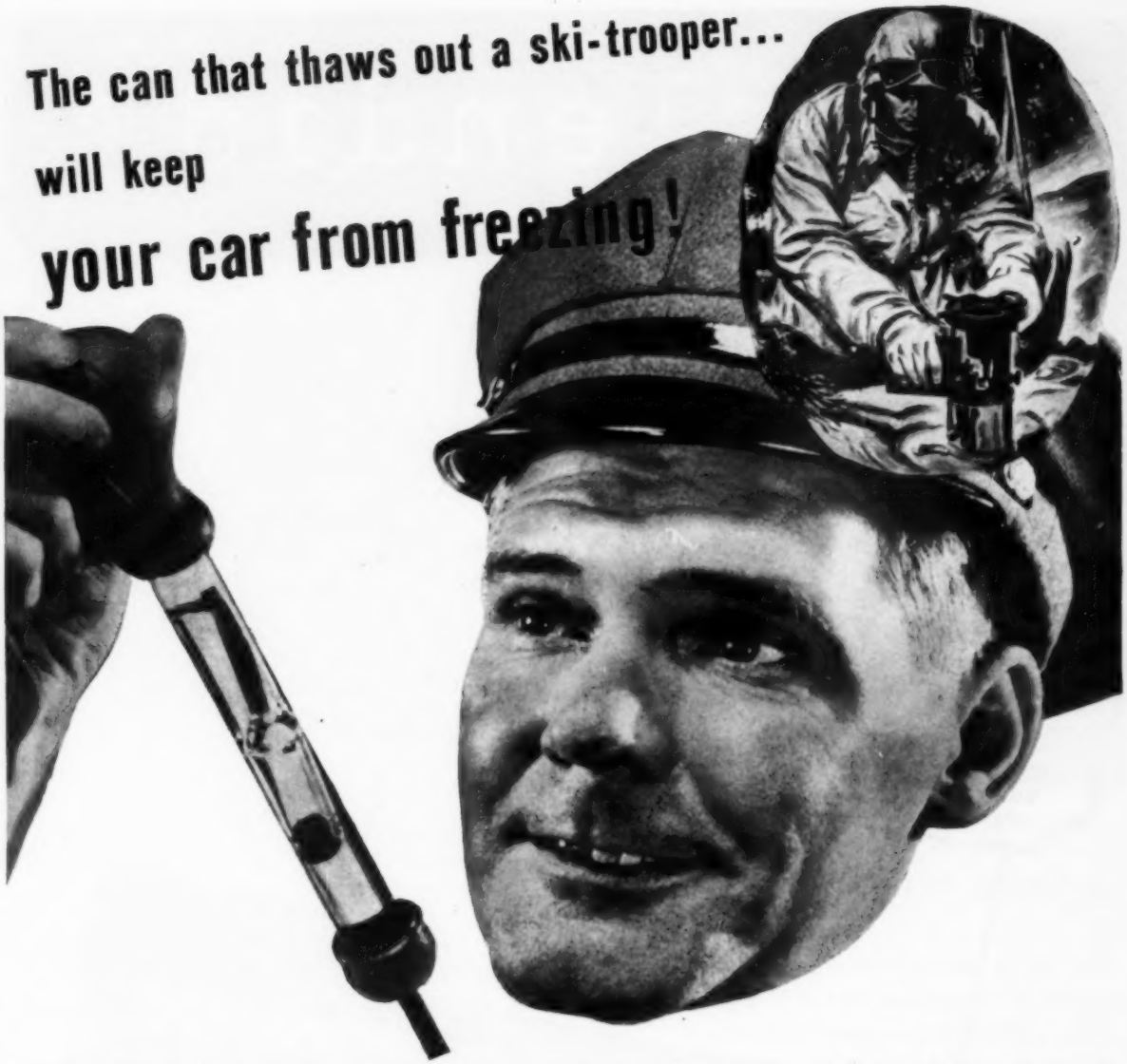
In planning tomorrow's package, consider this and other smart stock designs . . . bottles and jars in a wide range of sizes . . . which Victory will make available to new users of Maryland Glass.

MARYLAND GLASS CORPORATION, BALTIMORE 30 . . . . . 270 BROADWAY, NEW YORK 7 . . . . . BERMAN BROS., INC., 1501 S. LAFLIN ST., CHICAGO 8 . . . . . H. A. BAUMSTARK, 4030 CHOUTEAU AVE., ST. LOUIS 10 . . . . . J. E. MC LAUGHLIN, 401 LOCK ST., CINCINNATI 2 . . . . . OWENS-ILLINOIS GLASS CO., PACIFIC COAST DIVISION, 135 STOCKTON ST., SAN FRANCISCO 19 . . . . . ALLER TODD, 1224 UNION AVENUE, KANSAS CITY 7 . . . . . S. WALTER SCOTT, 608 MC CALL BUILDING, MEMPHIS 3.

The can that thaws out a ski-trooper...

will keep

your car from freezing!



● Imagine for a moment, please, that you're a ski-trooper. You're caught in a blizzard, cold and hungry. There's no dry wood about. How do you make a fire?

You just reach in your pack and take out a portable stove and a tin can. The can carries precious fuel which you pour into the stove through a special spout. In a few minutes you're cooking a hot meal.

Easy, isn't it? The can makes it so. And, like all cans, it's not only convenient, but strong and safe. It *completely* protects the ski-trooper's personal "anti-freeze."

This can is only one reason why you seldom get anti-freeze in cans for your car today. But after the war you'll again get all the brands and types you want in sealed, tamper-proof cans . . . *completely* protected. We've a hunch you'll get even better anti-freeze, too.

To do our war job, we've developed new ideas and new skills. That's why, as we look ahead, we see *new and better things in Continental cans.*

NOTE TO MANUFACTURERS—We'll be glad to discuss present and future uses or improvements of your product or package. Write Dept. A., 100 East 42nd Street, New York 17, N. Y., or Continental Can Company of Canada, Limited, Sun Life Bldg., Montreal.

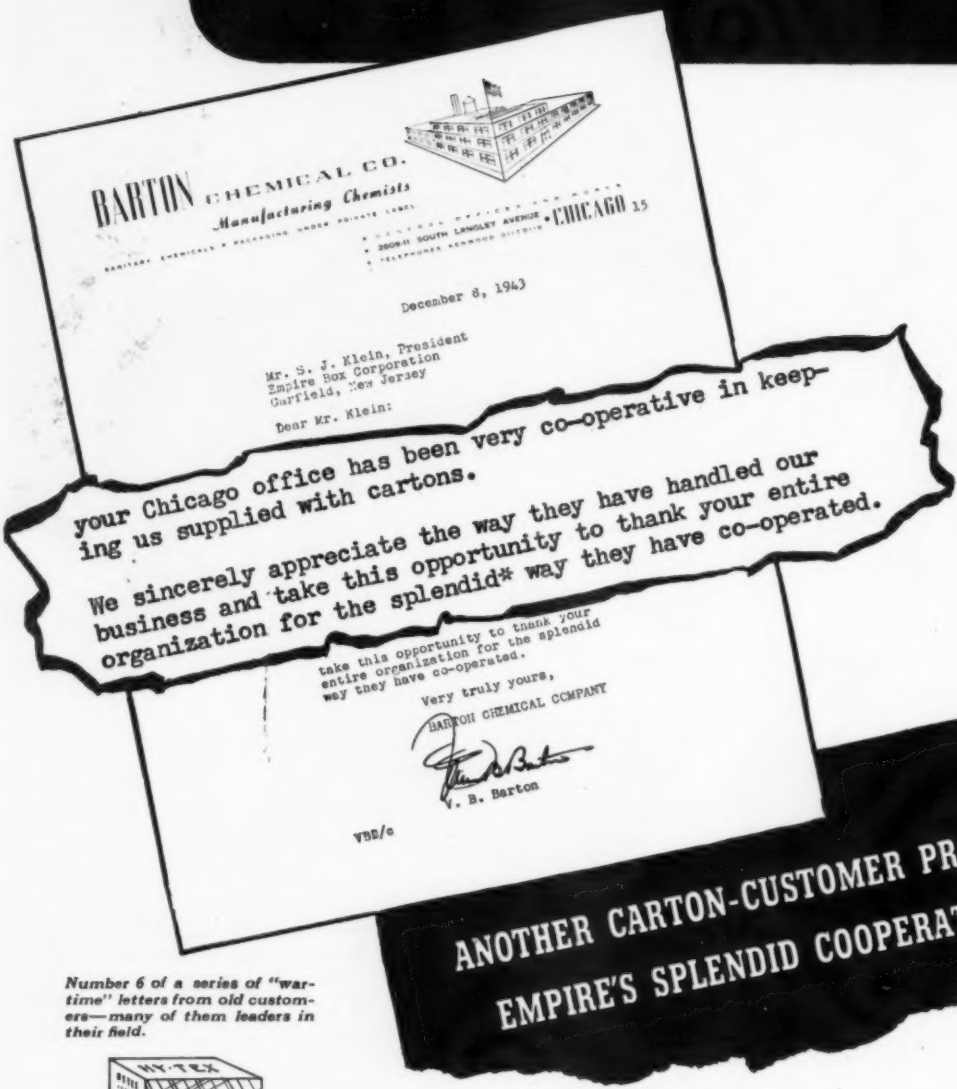
CONTINENTAL CAN COMPANY

NEW AND BETTER THINGS IN CONTINENTAL CANS

Awarded to Plant 78, Chicago • Illinois

SAVE TIN CANS—HELP CAN THE AXIS

splendid ★


BARTON CHEMICAL CO.
Manufacturing Chemists
CHICAGO 25
December 6, 1943
Mr. S. J. Klein, President
Empire Box Corporation
Garfield, New Jersey
Dear Mr. Klein:
your Chicago office has been very co-operative in keeping us supplied with cartons.
We sincerely appreciate the way they have handled our business and take this opportunity to thank your entire organization for the splendid* way they have co-operated.
take this opportunity to thank your entire organization for the splendid way they have co-operated.
Very truly yours,
BARTON CHEMICAL COMPANY
V. B. Barton
VBB/c

ANOTHER CARTON-CUSTOMER PRAISES EMPIRE'S SPLENDID COOPERATION

Number 6 of a series of "war-time" letters from old customers—many of them leaders in their field.

You'll be better prepared for post-war competition, when you know how Empire can give you "splendid cooperation" in supplying folding cartons. Write us regarding your package requirements.

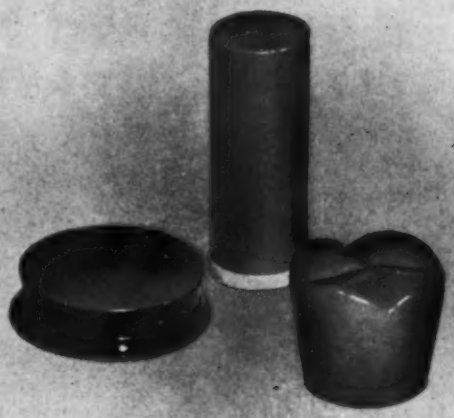
Empire BOX CORPORATION

OFFICES: NEW YORK • CHICAGO • PHILADELPHIA • BOSTON • GARFIELD, N. J.
PLANTS: GARFIELD, N. J. • SOUTH BEND, IND. • STROUDSBURG, PA.

LOOK TO THE FUTURE WITH EMPIRE

CONTAINERS and CLOSURES

by Fontaine



The beauty and dependability of plastics and wood in perfume and cosmetic containers have been proven by the enthusiastic response to the Fontaine line.

The Fontaine Lipstick Container

A swivel-type, thermoplastic lipstick container with patented features, specialty designed. The cover slips on and off smoothly and is held firmly in place by a small flange at the base. Two-color combinations, if desired.

Other Fontaine Products

Closures . . . Rouge Boxes . . . Perfume and Cosmetic Specialties . . . in a variety of designs, sizes, and colors . . . made to your specifications in catalin—or wood, if desired.

FONTAINE
PRODUCTS CORP.
Art in Plastics
306 EAST 61st STREET • NEW YORK, 21

a new finishing technique

An exclusive development in the technique of lacquer spraying, created in our own laboratories, now provides a unique handling of your finishing problems. Designed for spraying wood, metal, plastics in any specified color, it is ideal for bottle caps, jar covers, compacts, and all types of specialty items for the cosmetic and perfume industry.

Our spraying department is at your service. *Write for detailed information.*

CONTAINER FINISHING
COMPANY
AN AFFILIATE OF FONTAINE PRODUCTS CORP.

306 EAST 61st STREET • NEW YORK, 21

NOT THIS WAY

If there is one thing that is characteristic of Carr-Lowrey's operations it is the disposition not to take a chance on anything that may affect the quality of the products we make . . . glass containers for drugs, cosmetics, household and food products.

Throughout the Carr-Lowrey organization there is a deep-seated devotion to the idea that, "you can't beat being careful." Constant checking and rechecking of methods and workmanship . . . painstaking attention to the smallest details . . . insistence upon absolute accuracy at all times . . . these are the things with which we are continuously concerned.

If you too are operating your business on the idea that what is worth doing at all is worth doing exceedingly well, you will feel right at home in doing business with us.

CARR-LOWREY GLASS CO.

Factory and Main Office: BALTIMORE, MD. • *New York Office:* 500 Fifth Avenue • *Chicago Office:* 1502 Merchandise Mart

UNIFORMITY...

standard production methods guarantee certain **BASIC ADVANTAGES...**

... in SEAMLESS, SHATTERPROOF

Clearsite*

*Reg. U. S. Pat. Off.

The *BASIC* advantages are positive protection against accidental breakage, with complete visibility of contents; labelling processed integrally ON the container during production. Hundreds of nationally known products use **Clearsite**. Why not ask for suitable suggestions?

Our Package Design Staff is at your Service . . .

CELLUPLASTIC CORP.

CELLUPLASTIC CORPORATION

EXTRUSION AND INJECTION MOLDERS

60 AVENUE L NEWARK, N. J.

WEST COAST REPRESENTATIVES. CONTAINER SERVICE CO., 1266 North Western Avenue, Los Angeles 27, Cal.

BEAUTY SELLS BETTER IN PLASTICS

YOU KNOW how much better cosmetics sell when they're showcased in shimmering plastics.

But perhaps (because after all, you don't live with plastics as we do) you *don't* know how many cosmetic manufacturers are planning postwar packaging now.

It will have to be "first come, first served," of course. Let's talk your problems over *now!*

Kurz-Kasch invented the screw-top Plastic Rouge Box—has been a big name in cosmetic packaging ever since. For containers for cream rouge, dry rouge, mascara, face powder or lipstick . . . for stock or custom molds . . . consult Kurz-Kasch.

KURZ-KASCH

For over 25 years Planners and Molders in Plastics

Kurz-Kasch, Inc., 1421 South Broadway, Dayton 1, Ohio
Branch Sales Offices: New York • Chicago • Detroit • Indianapolis
Los Angeles • Dallas • St. Louis • Toronto, Canada
Export Offices: 89 Broad Street, New York City

Solve

YOUR MANUFACTURING and PACKAGING PROBLEMS

A Canadian manufacturer, thoroughly experienced in the manufacture and packaging of cosmetics, drug and food products is interested in contacting American manufacturers who realize the advantages of having their products manufactured or packaged in Canada. Modern factory and equipment, laboratory control, storage space, etc. with facilities for manufacturing paper, fibre and plastic containers. (At present engaged in technical packaging for the armed forces.)

Inquiries held in confidence.

FOR FURTHER INFORMATION WRITE

DRUG & COSMETIC INDUSTRY
BOX 625, 101 WEST 31st STREET
NEW YORK 1, N. Y.

FOR SALE
IMMEDIATE DELIVERY

750 gross 3 & 4 oz. amber blakes
500 gross ¼ & ½ oz. French squares
(Large quantities, many other sizes)

AGATE CAPS—Special Price, 13 talls tin foil liner, 24 bakelite black or mottled, 38 bakelite.
METAL CAPS—Special Price 43's, 48's, 53's, 66's, 70's.

Immediate Delivery on Any Sizes

Glass Container & Cap Outlet Co.
876 Broadway *New York 3, N. Y.*

SHEET METAL GOODS
SPRINKLER TOPS
CORK TOPS DOSE CAPS

CONSOLIDATED FRUIT JAR COMPANY
NEW BRUNSWICK, N. J.

BRIDGEPORT...

For the past two years our facilities have been devoted almost exclusively to the production of war materials. We have been fortunate, in that we have been able to handle this work on the same equipment used for our regular peace time products, and, consequently, when material again becomes available for lipstick containers, vanity cases and other metal cosmetic items we will be prepared to start producing our regular line immediately. If you too are planning your post war program, we will be glad to assist you.

THE *BRIDGEPORT* METAL GOODS MFG. CO.

Established 1909

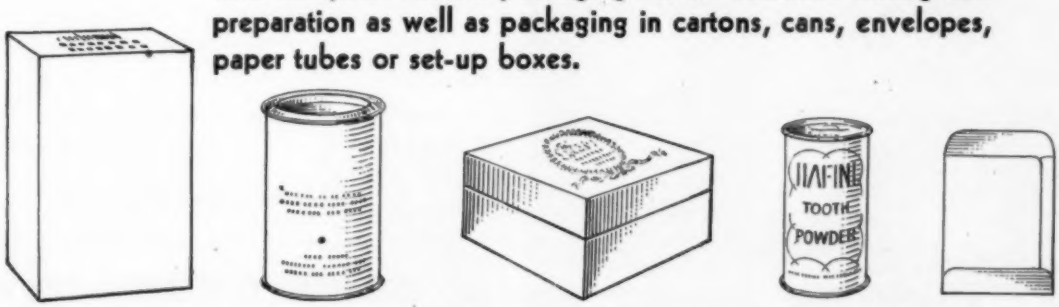
BRIDGEPORT *PHONE: BRIDGEPORT 3-3125 CONNECTICUT

VANITY CASES • ROUGE CASES • PASTE ROUGE CONTAINERS • LIPSTICK HOLDERS (ALL TYPES) • POWDER BOX COVERS • EYEBROW PENCIL HOLDERS • BOTTLE CAPS • JAR CAPS • METAL NOVELTIES TO ORDER

Yes Sir!
We Can Package Them For You

Open capacity now available on High Speed Automatic Machinery for packaging dry powders - drugs - cosmetics - chemicals.

Our complete custom packaging service includes mixing and preparation as well as packaging in cartons, cans, envelopes, paper tubes or set-up boxes.



The Stevens-Wiley Manufacturing Co., Inc.

Hancock, Palethorp & W. Berks Streets, Philadelphia 22, Pa.

Phones—Regent 1616-1617

Tubes

For Today's Markets

Standard

SPECIALTY & TUBE CO.

New Brighton, Pa.

FOR POST-WAR PROFITS SHIP YOUR PRODUCTS VIA LUSTEROID

You couldn't ask for a better merchandising medium for "safe transportation" of your product to the consumer. LUSTEROID vials and tubes have what it takes to fill your post-war packaging needs.

FOR PROTECTION—They provide strong, rigid, unbreakable containers to safeguard your product from factory to consumer.

FOR MERCHANDISING—Their crystal-clear walls provide perfect display for your product and a handy container that is popular with customers for re-use.

FOR ECONOMY—LUSTEROID vials and tubes require no protective packing or partitioning in shipment. Your sales message can be printed right on the plastic to save labeling cost. And their light weight cuts shipping costs substantially.

All colors—clear or opaque—in diameters from ¼" to 1¼" and lengths up to 6". Cork, slip-on or screw-cap closures.

Write for post-war details now.

LUSTEROID CONTAINER CO., INC.

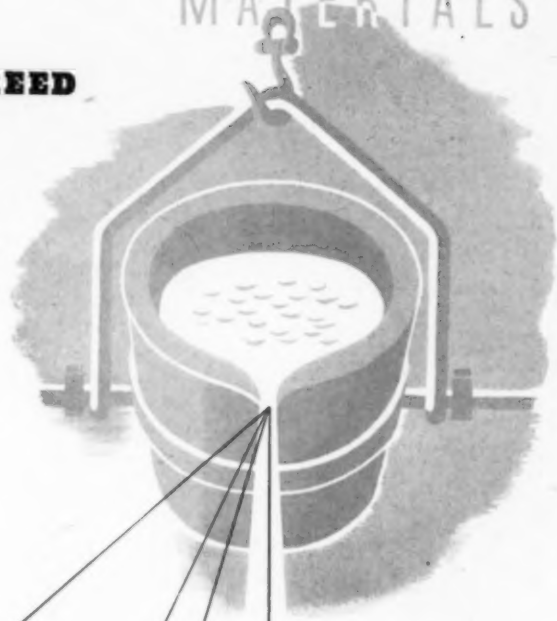
Formerly Lusteroid Division of Sillcocks-Miller Company

Office and Factory

10 W PARKER AVENUE MAPLEWOOD, N J

MAILING ADDRESS SOUTH ORANGE, N J

EVERY PART MUST BE PEDIGREED FOR DEPENDABLE BOTTLING



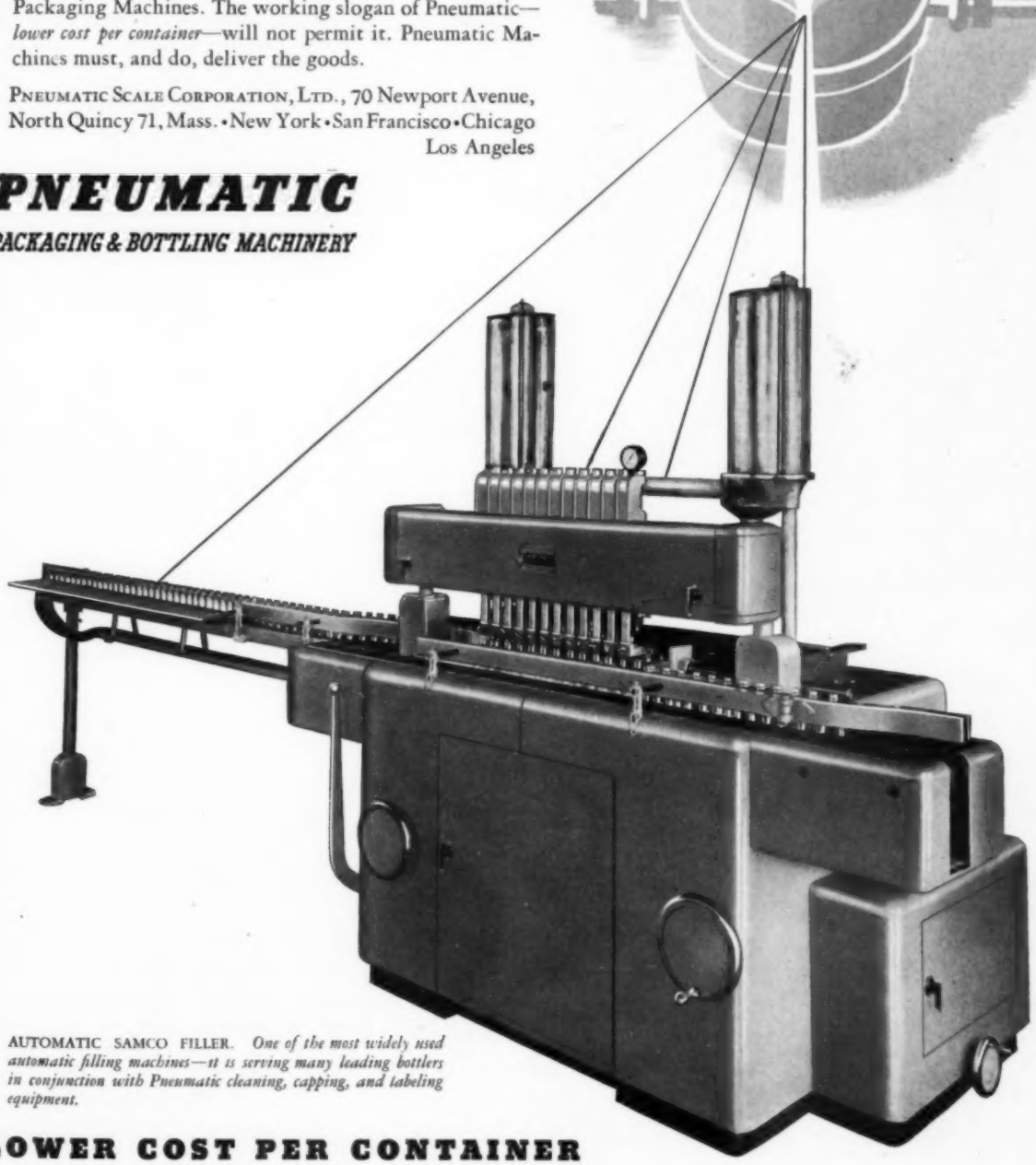
NONE of the many different kinds of metals used for different parts of Pneumatic Automatic Bottling Machines can be simply "good enough." It must be the best that the world market and modern science afford. Every part must be machined to give perfect service not only today but for years to come.

There can be no "weak links" in Pneumatic Bottling and Packaging Machines. The working slogan of Pneumatic—*lower cost per container*—will not permit it. Pneumatic Machines must, and do, deliver the goods.

PNEUMATIC SCALE CORPORATION, LTD., 70 Newport Avenue, North Quincy 71, Mass. • New York • San Francisco • Chicago Los Angeles

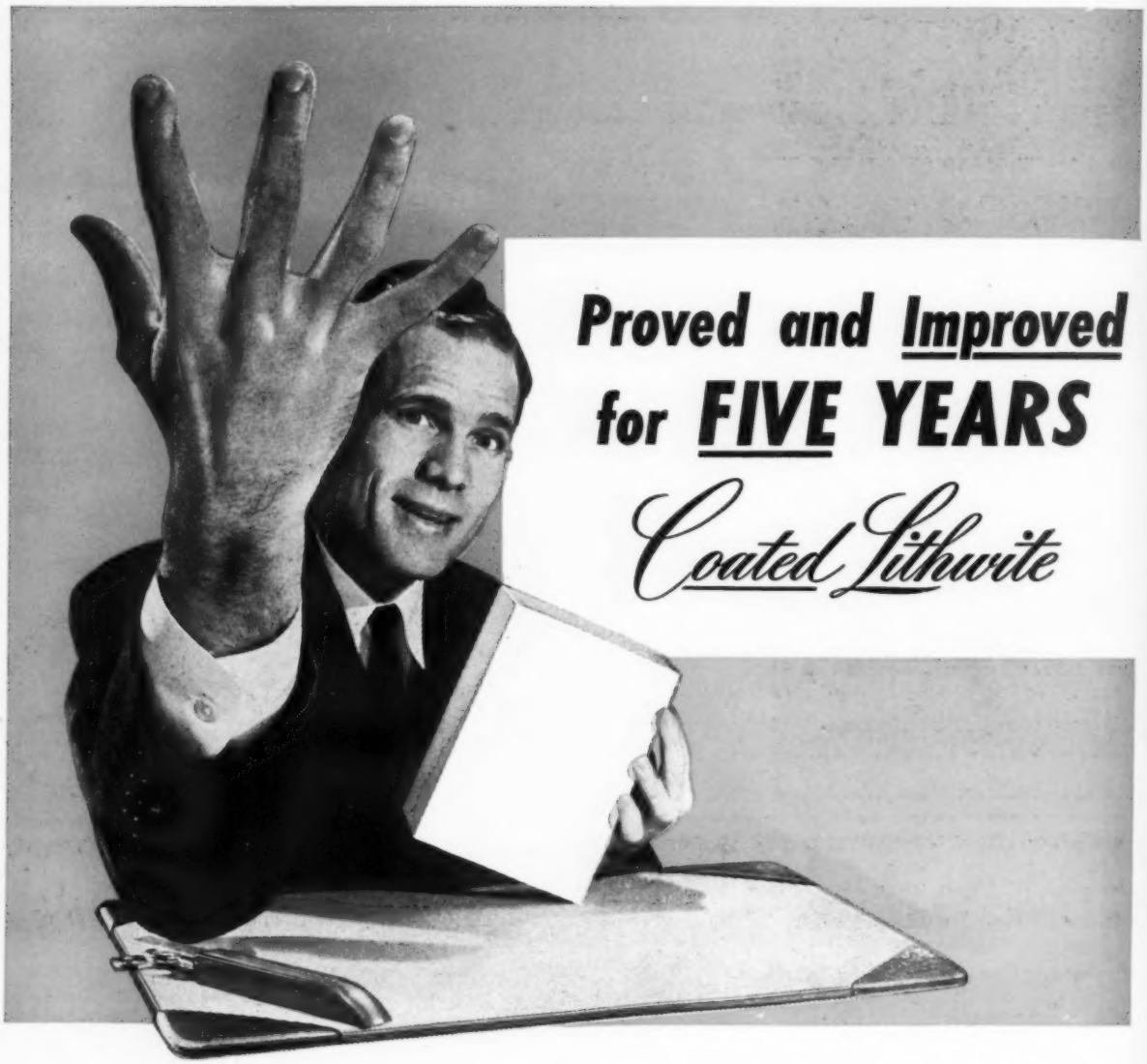
PNEUMATIC

PACKAGING & BOTTLING MACHINERY



AUTOMATIC SAMCO FILLER. *One of the most widely used automatic filling machines—it is serving many leading bottlers in conjunction with Pneumatic cleaning, capping, and labeling equipment.*

LOWER COST PER CONTAINER



Proved and Improved for FIVE YEARS

Coated Lithwite

You'll get the refinements developed over a period of five years when you switch to *Coated* Lithwite folding cartons after the war

Five years ago, *Coated* Lithwite was the talk of the folding carton industry—the first boxboard formed, made and coated in one continuous operation on one machine. And it's still the talk of the industry. For *Coated* Lithwite hasn't been satisfied to be just the *first* one-process coated boxboard. It has been continuously improved and refined . . . *to enlarge its margin of quality leadership.*

Right now, we have to say "sorry" to requests for *Coated* Lithwite. But, one day, that will be changed. And when that day comes, you'll find constantly improved *Coated* Lithwite farther than ever out in front . . . ready to put its brilliance, its smarter appearance, its five years of experienced salesmaking around your product.

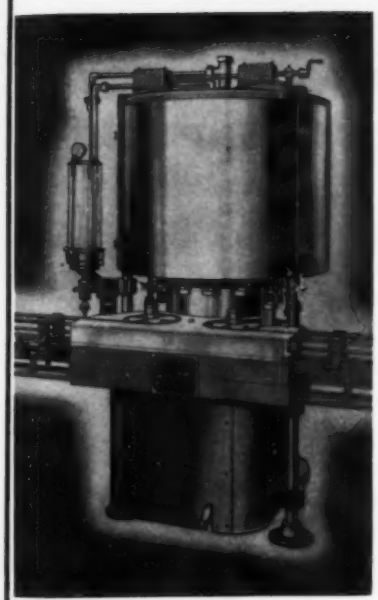
The GARDNER-RICHARDSON Co.

Manufacturers of Folding Cartons and Boxboard

MIDDLETOWN, OHIO

Sales Representatives in Principal Cities: PHILADELPHIA • CLEVELAND • CHICAGO • ST. LOUIS • NEW YORK • BOSTON • PITTSBURGH • DETROIT

The SERVICE YOU GET



Fully Automatic U.S. Rotary Vacuum Fillers handle any free-flowing liquids, light or heavy, foamy or syrupy. Made in any size. Can be operated at variable speeds, with capacity up to 130 containers per minute.

from machines depends upon what is built into them. Experience, and the knowledge gained in handling many intricate problems over a long period of years in the Bottling and Packaging of liquids and semi-liquids, for many large institutions, has gained a confidence in U. S. Bottlers machines and engineering work.

We will be glad to consult with you on your post-war needs.

Are you planning and preparing NOW

If you are engaged in essential war industry we can meet your requirements NOW. We are building machines for critical industries, although the production of these is necessarily limited.

U. S. BOTTLERS
Machinery Co.
4011 N. ROCKWELL ST., CHICAGO

MANUFACTURERS OF
PUMPS
CAPPERS
FILTERS
CONVEYORS
WASHERS & DRYERS
WASHERS
CORKERS
FILLERS

STAINLESS STEEL MIXING *and* STORAGE TANKS

Depend on San-I-Tanks for safe handling of all your liquids and chemical preparations. The ideal tank for storage, mixing or processing purposes. Built by tank specialists, San-I-Tanks incorporate every time saving, money saving feature. For special tank adaptations consult our engineers for their recommendations, no obligations, of course.

A typical Installation of a group of TYPE "K" TANKS

√CHECK THESE PRODUCTION and EFFICIENCY INCREASING FEATURES

Fabricated throughout of 18-8 Stainless Steel, No. 4 polish on inside, bright finish outside. San-I-Tanks are built to last.

All inside welds are ground smooth and polished. San-I-Tanks are built right throughout.

San-I-Tanks incorporate special self-draining features with specially formed bottoms sloping to the front.

San-I-Tanks are rust-resistant, easy to keep clean and sanitary because of their Stainless Steel construction.

Many special extras available in stock for San-I-Tanks such as covers, motors, agitators, etc.

Built by craftsmen with years of tank building experience—you are assured of years of trouble free, efficient service when you insist on San-I-Tanks.

METAL-GLASS PRODUCTS CO. Dept. D Belding, Mich.

IT "HOLDS UP"

LIGHT– STABLE
MAINTAINS CONSTANT VISCOSITY
PRODUCES CONSISTENT RESULTS

From the original formulation to the actual application in your product, Methocel is stable. Its rugged film-forming qualities—its wide viscosity range and chemical compatibility—"hold up" under the most exacting requirements. Whether in its original solid form or in liquid, Methocel maintains constant chemical stability. Odorless, colorless and nontoxic, this water soluble material is also resistant to alkalies, dilute acids, fermentation and mold growth.

METHOCEL

THE ECONOMICAL, WATER SOLUBLE THICKENER

Continuous films that can be obtained upon drying emphasize the wide range of usefulness of Methocel in cosmetic and pharmaceutical products. Particularly in protective hand creams, cosmetic stockings, and hair lacquers, this pliable, protective film-forming ability is proving advantageous. This property is rarely, if ever, found in other water soluble thickeners.

Methocel is nontoxic, chemically stable and resistant to mold. Investigate its possibilities for use in your product. Write Dow Technical Service for further details.

THE DOW CHEMICAL COMPANY
MIDLAND, MICHIGAN

New York • Boston • Philadelphia • Washington • Cleveland • Detroit
Chicago • St. Louis • Houston • San Francisco • Los Angeles • Seattle

METHOCEL

Among the many Dow Products serving the Cosmetic Industry are: Synthetic Aromatics, Dowicides, Propylene Glycol and Paradow.

DOW

CHEMICALS INDISPENSABLE
TO INDUSTRY AND VICTORY

NEWS . . .

Fischbeck Joins George Uhe

Charles Fischbeck, for the past five years vice-president of P. R. Dreyer, Inc., New York, has resigned to become manager of the essential oil department of George Uhe Co., New York. In his new post he succeeds George Briasco

CHARLES FISCHBECK

who has resigned because of poor health.

Mr. Fischbeck has been connected with the essential oil business for thirty-two years. For twenty-four years he was sales manager of Ungerer & Co. He left Ungerer to form his own company which was merged with the Dreyer company in June 1938.

Mr. Briasco, who suffered a heart attack a few weeks ago plans a long rest in Florida upon his discharge from the Hackensack Hospital, Hackensack, N. J. He joined George Uhe Co. twelve years ago, after having been with J. H. Rodriguez. For sixteen years he was with A. A. Stillwell Co.

Lambert Buys Harrower Lab.

The Harrower Laboratory, Inc., Glendale, Calif., has been acquired by the Lambert Co., St. Louis. Founded in 1918 by Dr. Henry R. Harrower, endocrinologist, the company has specialized in the preparation of endocrine products.

The Harrower Laboratory will continue to operate with Dr. Harrower as consultant and director; Dr. R. B. Haining as executive vice-president and general manager; and H. C. Nelson as secretary-treasurer. The home office and plant will remain in Glendale.

Harold Cummings Joins Merck

Harold F. Cummings, who resigned August 1 as divisional sales manager in charge of the sale of pharmaceutical and cosmetic chemicals for Mallinckrodt Chemical Works, became associated with Merck & Co. last month. Mr. Cummings is temporarily located in the St. Louis office of Merck & Co., but it is understood that he will eventually be located at the main offices of the company in Rahway, N. J.

Brewster—Sterling V.P.

Ray C. Brewster has been elected divisional vice-president in charge of sales of the Frederick Stearns & Co. Division of Sterling Drug Inc.

Before joining Frederick Stearns & Co., Detroit, as general sales manager, Mr. Brewster was vice-president of the House of Westmore. Prior to that, he had been national sales manager for the household products of E. R. Squibb & Sons, New York; divisional sales manager at Kansas City and Chicago, and

RAY C. BREWSTER

sales manager of Lentheric, Inc., a Squibb subsidiary. He has also been associated with Canada Dry Ginger Ale, Inc., Hanff Metzger Advertising Agency and Frank Seaman, Inc.

Mr. Brewster was born in Brooklyn, N. Y., April 8, 1898, and attended Adelphi Academy and Blair Academy. During World War I, he served with the United States Navy as instructor in seamanship and coastwise navigation.

F. Williams—Monsanto V.P.

Felix N. Williams, general manager of Monsanto Chemical Company's Plastics Division at Springfield, Mass., has been elected a vice-president of the company.

Mr. Williams was born in Jackson, Ala., in 1901. He attended public schools and the University Military School in Mobile and then entered the University of Virginia where he studied chemistry and served as a laboratory instructor, receiving his degree in 1923.

He began his business career with the Swann Chemical Co., Anniston, Ala., which was later acquired by Monsanto. From 1930 to 1933 he was assistant plant manager at Anniston, and from 1933 to

FELIX WILLIAMS

1936 he was plant manager. In January, 1936, he was shifted to Monsanto, Tenn., to supervisve the construction of Monsanto's elemental phosphorous plant. He remained at Monsanto as manager until 1941 when he became production manager of the Phosphate Division. His promotion to the position of general manager at Springfield followed last May.

Doisy Gets Nobel Prize

The 1943 Nobel prize in medicine is being shared by Edward Adelbert Doisy, professor of biochemistry at the St. Louis University School of Medicine, and Henrik Dam of Copenhagen, now at Strong Memorial Hospital, Rochester. The prize has been awarded for the discovery of the chemical nature of the K vitamin.

Dr. Yonkman Joins Ciba

Dr. Frederick F. Yonkman, who has been chairman of the department of pharmacology and therapeutics of Wayne University, Detroit, has joined Ciba Pharmaceutical Products Inc., Summit, N. J., as chief of pharmaceutical research.

Neptun Joins Penick

Rudolph P. Neptun has been appointed field sales manager of S. B. Penick & Co., New York. He was formerly with Allaire, Woodward & Co., Peoria, Ill., and has been associated with the pharmaceutical and manufacturing and wholesale drug fields for more than twenty-five years.

RUDOLPH P. NEPTUN

Mr. Neptun will make his headquarters in the New York offices of the company, but will devote much time to visiting customers in cooperation with the regular sales staff.

Graham Opens Office

John H. Graham has established his own office at 30 Broad St., New York 4, where he will continue his practice in the preparation, filing and prosecution in this country and throughout the world of patents, trade-marks, design patents, and similar matters.

Mr. Graham is registered in the United Stated Patent Office and is an associate of the Chartered Institute of Patent Agents of London. He has had fifteen years of experience dealing with patent matters, particularly foreign ones, and was with Ralph L. Evans Associates for over three years.

Ertel Engineering Expands

Ertel Engineering Corp. has moved to new and larger quarters. The new plant is located on North Front Street, Kingston, N. Y.

Miss Richards Joins McK. & R.

Frances Richards, formerly with the Duff Chemical Co., is now with the industrial chemicals division of McKesson & Robbins, Inc., New York. Miss Richards will be in charge of imports of the industrial chemicals division of which Charles T. Lipscomb is vice-president.

More Government Money to Heyden

The Defense Plant Corp., RFC subsidiary, has authorized an increase in its contract with Heyden Chemical Corp., New York, to provide additional facilities at the plant in Princeton, N. J. This increase of $80,000 brings Heyden's over-all commitment to approximately $2,650,000. The new facilities will be operated by Heyden with the Defense Plant Corporation retaining the title.

Hilton-Davis to Sterling Drug

Reorganization of the Hilton-Davis Chemical Co., Cincinnati, manufacturer of chemicals and dyes, and transfer of its assets, business and good will to Sterling Drug Inc., has been recommended by L. A. Hoffman, president of the Cincinnati concern.

The transaction involves an exchange of stock, on the basis of 3¼ shares of Hilton-Davis for one share of Sterling, or approximately 45,000 shares of Sterling.

If the plan is approved by the stockholders, it will become effective January 2, 1945. As soon thereafter as practicable, according to James Hill, Jr., Sterling president, the Cincinnati company will be dissolved as a corporate entity, and the business will be operated as a division of Sterling Drug, Inc.

Besides being well-known in its own field, the Hilton-Davis Chemical Co. is manufacturing intermediates required in the synthesis of atabrine, as well as atabrine powder. This has been done under royalty-free license granted by Winthrop Chemical Co., a Sterling affiliate, to eleven manufacturers.

Fred Beyer Recuperating

Fred Beyer, vice-president of P. R. Dreyer, Inc., New York, who has been ill since September 19, is now recuperating at the Passaic General Hospital, Passaic, N. J.

Strasenburgh Fellowship

A research grant sponsored by the R. J. Strasenburgh Co., pharmaceutical chemists of Rochester, N. Y., has been established at the Philadelphia College of Pharmacy and Science, it has been announced by Dr. Ivor Griffith, president of the college.

The grant provides for research on the chemistry of vegetable drugs and the studies will be under the direction of Dr. Nathan Rubin of the college chemistry staff in coordination with the Strasenburgh research department which is directed by George N. Malpass.

Grove Names Production Manager

Charles F. Schokmiller, formerly master mechanic and assistant to the works manager of the Grove Laboratories, Inc., has been promoted to production manager of the company. As the company's master mechanic he designed, developed and built filling equipment for tablets and vitamins, auto-

CHARLES F. SCHOKMILLER

matic weighing equipment for handling bulk aspirin tablets for the U. S. Government, and also designed and built special equipment for other departments.

N. J. Machine in Cincinnati

New Jersey Machine Corp. has opened a new office at 1701 Carew Tower, Cincinnati. It will be under the direction of James Brown, sales engineer, who has served New Jersey Machine Corp. at the home office at Hoboken, N. J., and more recently at the Chicago office. Mr. Brown's new territory will include Indiana, Ohio, Michigan, Kentucky and Tennessee. For the time being service on New Jersey machines will be handled by the Chicago office but eventually the Cincinnati office will be staffed to handle both sales and service.

Continental Can Districts

R. L. Perin, general sales manager of the central division of Continental Can Co., has announced the opening of two new district sales offices, one in Minneapolis and the other in Des Moines.

A. J. Abplanalp, formerly packers' can sales manager in Mankato, Minn., has been appointed district sales manager in Minneapolis with headquarters in the Roanoke Building. W. A. Muller, newly appointed manager of the Des Moines district office, located in the Iowa-Des Moines National Bank Building, was formerly a sales representative in Iowa. Both men are now in charge of packers' as well as general line can sales.

FOR OVER 145 YEARS...

The D&O trademark has been recognized as a symbol of creative ability and the highest quality standards in the field of aromatics and essential oils.

WE INVITE YOU TO SUBMIT YOUR PERFUMING PROBLEMS TO OUR COMPETENT COMPOUNDING LABORATORIES.

DODGE & OLCOTT COMPANY

VARICK ST., NEW YORK • BOSTON CHICAGO PHILADELPHIA ST. LOUIS LOS ANGELES • Plant & Labs. BAYONNE, N. J.

NORMAL LIVES FOR DIABETICS . . .

thanks to Insulin!

A diabetic today, thanks to insulin therapy, is usually able to take his place in the home and in the community, and lead a normal life. This may be attributed to the marked progress in the refinement of insulin and insulin therapy, as practiced by the present generation of physicians.

Today the average diabetic child of ten may be expected to celebrate his fiftieth birthday. Without insulin, he would have been doomed in little more than a year. An adult at the age of thirty, stricken with the disease, may expect to live twenty-seven and a half years longer. Prior to insulin, his chances for life were a little more than six years. Even at the age of fifty, average life expectation is fourteen and a half years, which is 50% more than in the pre-insulin days.

And these added years can be active ones, not years of invalidism.

This increased span of life is due to advances made by medical science and to the research work of pharmaceutical houses, from which come countless modern-day drugs to protect life, from babyhood to old age.

Many of these products began with a fine chemical, or several fine chemicals, of exacting purity. And the purity of the fine chemical assured the quality and efficacy of the product.

For nearly 40 years Baker has built its chemical business on measured purity. That is why leading pharmaceutical and drug companies choose Baker as a source of supply. They know that Baker's purity by the ton in fine chemicals is the result of unique control methods and ceaseless testing.

Today this measured purity helps in countless ways to widen the span of living.

J. T. Baker Chemical Co., ***Executive Offices and Plant:*** **Phillipsburg, N. J.**
Branch Offices: **New York, Philadelphia and Chicago.**

For Victory Buy United States War Savings Bonds and Stamps

Baker's fine chemicals

Eagle Buys Nelson Labs.

Leon S. Finch, president of Eagle Chemical and Cosmetic Co., Los Angeles, has announced the acquisition of Nelson Laboratories. Chris Nelson, former owner of Nelson Laboratories, has been elected vice-president and general manager. Mr. Nelson has been active in the cosmetic business on the west coast for the past twelve years. In 1941 he was president of the California Cosmetic Association and is serving this year as treasurer.

Wilson Joins Givaudan

Charles P. Wilson, Jr. has joined the staff of Givaudan-Virginia, Inc., New York, where he will handle sales of anhydrous aluminum chloride. He was formerly with the Chemical Bureau of the War Production Board.

Heesch Joins Hooker

The Hooker Electrochemical Co., Niagara Falls, N. Y., has announced the appointment of Herbert Heesch to its

HERBERT HEESCH

sales staff in the northern New Jersey area. Mr. Heesch was graduated from the University of Rochester as a chemical engineer in 1932. He first joined the Hooker sales staff in 1933, and served in the eastern states until 1937. Prior to his recent appointment he was a salesman with the Heyden Chemical Corp.

Hoffman Advanced to Major

The J. O. Ross Engineering Corp. has received news that John Hoffman, formerly assistant manager of its Portland, Ore., office, has been promoted to the rank of major. Major Hoffman, who has served throughout the Italian campaign with an outfit attached to the Fighting French has had the added honor of being decorated with the Croix de Guerre.

Continental Buys Owens Can

Acquisition of the assets and business of Owens-Illinois Can Co., a subsidiary of Owens-Illinois Glass Co., by Continental Can Co., has been announced by Carle C. Conway, president of the Continental organization.

Three Owens-Illinois Can plants in Baltimore, McKees Rocks, Pa., and Clearing, Ill., will bring to sixty-six the number of Continental Can plants. Forty-four of them are metal container manufacturing plants; two are plastic manufacturing plants; three crown cap plants, eleven paper container plants, and six machinery manufacturing and servicing plants.

Owens-Illinois Can Co. entered the metal container field in a limited way in 1935, manufacturing general line cans, steel pails, and specialty items. Since December 1941 production has been devoted largely to war materials and food cans. Mr. Conway pointed out that the Owens-Illinois Can Co., has specialized in general line containers which Continental has hitherto produced only on a very limited scale. It is Continental's intention to have the Owens-Illinois Can Co. organization remain intact.

Roger & Gallet Trade-Mark Upheld

The United States Circuit Court of Appeal has upheld the decision of the lower court in the suit brought by Roger & Gallet against Prince de Bourbon & Dorelis. Roger & Gallet held that its trade name "Fleurs d'Amour" had been infringed by the name "Flame D'Amour' used by Prince de Bourbon & Dorelis. This decision disposes of the case and under it Roger & Gallet will obtain a permanent injunction and a decree for an accounting of profit, damages and costs.

Tangee-Zande Case Unchanged

The Supreme Court of the United States October 23 refused to review the decision of the United States Circuit Court of Appeals for the Second Circuit which limited the relief sought by the George W. Luft Co. from the Zande Cosmetic Co. for infringement of its trade-mark "Tangee" for lipsticks and other cosmetics.

The circuit court upheld the Luft company's charge that its trade-mark had been infringed by the use of the word "Zande" on like goods, but limited the relief to the domestic business of the infringer and to its business in those countries where it had not established its rights to the use of the name, "Zande," under local law.

Bonham Joins Mennen

Lewis F. Bonham has been appointed director of advertising and sales promotion of The Mennen Co., Newark,

LEWIS F. BONHAM

N. J. For the past six years Mr. Bonham was associated with Personal Products Corp. as merchandising manager.

C. S. C. Penicillin Plant Mgr.

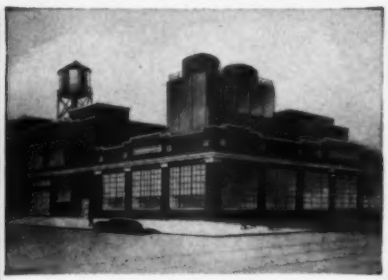
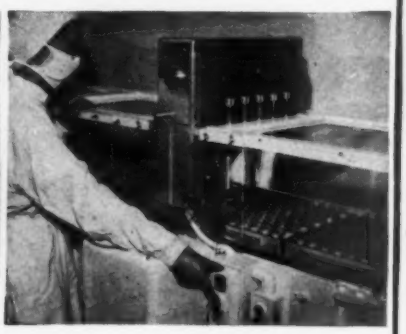
Homer E. Kieweg has been appointed manager of the penicillin plant of Commercial Solvents Corp. at Terre Haute, Ind. He was previously a member of the chemical engineering staff, and has been with Commercial Solvents since 1932. Mr. Kieweg, who received his degree in chemical engineering from the University of Wisconsin, has served in the research, derivatives and engineering departments.

Canadian Stearns Officials

The election of L. Earle Wicklum as president of Frederick Stearns & Co. of Canada, Ltd., Windsor, Ont., has been announced by Dr. J. Mark Hiebert, general manager of Frederick Stearns & Co. Division of Sterling Drug Inc.

Other officers named by the board of directors of the Canadian company are L. L. Darling, vice-president and treasurer, and J. J. Walsh, secretary and assistant treasurer.

Mr. Wicklum has served as vice-president and managing director since rejoining the company late in 1942. He began his business career in 1928 with Armands, Ltd., St. Thomas, Ont. He became associated with Frederick Stearns & Co. of Canada at Windsor in 1930 and continued with the company until 1941. Subsequently he was connected briefly with the Canadian General Rubber Co., Ltd., Galt, Ont., as general sales manager, and with New World Distributors, Toronto, as general manager and director.

PFIZER

IS

PERFORMING AN

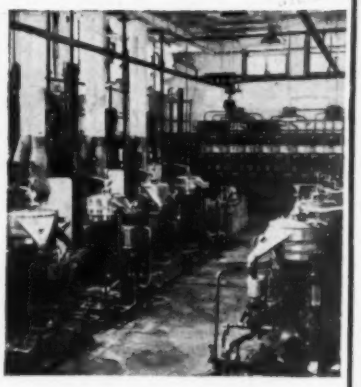
OUTSTANDING SERVICE

AS THE WORLD'S

LARGEST PRODUCER

OF

PENICILLIN



PFIZER QUALITY

Chas. Pfizer & Co., Inc.

MANUFACTURING CHEMISTS • ESTABLISHED 1849

81 Maiden Lane
New York 7

444 West Grand Ave.
Chicago 10

Chemicals For Those Who
Serve Man's Well-Being

Fargo on A.D.M.A. Committee

F. Miller Fargo Jr., general manager of the Calco Chemical Division of the American Cyanamid Co., has been elected a member of the executive committee of the American Drug Manufacturers Association. Mr. Fargo will succeed George Simon of Heyden Chemical Corp., New York, who retired from active business several months ago.

California Cosmetic Meeting

The California Cosmetic Association held its first fall meeting at the Chapman Park Hotel, Los Angeles, October 13. Fifty-five cosmetic manufacturers were present.

The principal speaker was Don Thomas of the All-Year Club of Southern California. H. P. Willats of Colonial Dames reported on a trip to New York and a meeting with the officers of the Toilet Goods Association. Gail Selig, counselor for the California association discussed illegal trade practices and Chris Nelson, treasurer, reported that under the guidance of H. W. Nelson, president, the California Cosmetic Association is now on a sound financial footing.

Boston BIMS Party

Pete Niles, Fritzsche Brothers Inc., chairman of the BIMS of Boston, has announced that a gala time was enjoyed at the last party of the year at the Charles River Country Club, October 18.

Both low gross and the grand prize were won by Charles H. Slater of the J. T. Baker Chemical Co., Phillipsburg, N. J. Low net was won by Eddie Aldrich of the United Drug Co. and the kickers by Dave O'Connell, manager of Howe & French, Inc., Boston.

Higdon Publishes Book of Verse

H. J. Higdon, advertising manager of Phoenix Metal Cap Co., troubled by the problems of keeping his letters to servicemen brief and light-hearted, acquired the habit of including verses in his overseas mail.

Because of repeated requests from friends, both in and out of the service, for duplicate copies, he has collected and published some of his most-asked-for verse in an attractive little brochure. It is printed in two colors on antique stock and illustrated by Elmer Jacobs. Single copies may be obtained for 50 cents from H. J. Higdon, 6933 Crandon Ave., Chicago 49.

Chicago Assn. Luncheon

The Chicago Drug & Chemical Association's October luncheon was held at the Drake Hotel, October 26. The speaker was Jack Barnett, was correspondent, home on leave after twenty-six months on the battlefronts of Europe and Africa. His talk called "I Shoot the Works" was illustrated with movies with sound.

Reibel Returns to Associated

Lewis J. Ruskin, president of Associated Distributors, Inc., Chicago, has announced the return to that organization of Bertram Reibel, as director of planning and designing. Mr. Reible resigned as general manager of Bree Cosmetics, Chicago, to take over his new duties. He had previously served Associated Distributors as director of purchasing, and for some years prior to that he was general manager of Bree Cosmetics, Inc., and Gabrieleen Co., Inc., as well as of the advertising agency bearing his name.

Hirschfield Wounded

Morton Hirschfield, who has been in the Southwest Pacific with the Army of the United States for almost a year, has been wounded. A piece of shrapnel entered his arm, but when last heard from he was in New Guinea and well on the way to recovery. Mr. Hirschfield was formerly sales manager of Tone Labs, New York.

Mallinckrodt Fungicides

Production of Pyridylmercuric Chloride, Acetate and Stearate, a series of new organic mercurial fungicides, has been announced by the Mallinckrodt Chemical Works. The Pyridylmercuric salts are said to be not only highly effective against wide varieties of fungi, but less active in producing contact dermatitis than most of the organic mercurial fungicides in current use.

The wide differences in the physical characteristics of the three Pyridylmercuric salts now offered make them applicable to most of the present methods of mildew-proofing. Pyridylmercuric Chloride is highly insoluble and is indicated where resistance to leaching is paramount. The Acetate is highly water-soluble and has been found effective in protecting fabricated cork products. Pyridylmercuric compatibility with lacquer and paint components, is particularly well adapted to use in surface coatings, oils and waxes.

Hauser Honored on 50th Year

In honor of his fiftieth anniversary with Sterling Drug Inc. and predecessor companies, Edward J. Hauser, chief cashier of the Bayer Co. Division, received a $1,000 War Bond from the company.

The presentation was made by James Hill, Jr., president at a dinner in the Hotel Roosevelt, New York, October 5, attended by fifty persons, including directors of Sterling, officers of all Sterling's divisions and associate companies in New York, and members of Mr. Hauser's department. Mrs. Hauser was also present.

Mr. Hauser started as an office boy October 8, 1894. He became assistant cashier thirty-five years ago and was promoted to his present position in 1918.

Penick Employees Honored

Five executives who have served continuously with S. B. Penick & Co. for twenty-five years or more were presented with their portraits at a dinner at the Hotel Astor October 11. The occasion also marked the thirtieth anniversary of the founding of the company and brought to a close a three-day sales meeting. Some 200 executives and office employees were present.

Members who received the portraits, in the order of their length of service, were T. B. Dysart, with the company for thirty years and now manager of the Asheville, N. C. branch; E. L. Schneider, personnel manager; C. W. Speed, director and treasurer; Harold Noble, general manager of the insecticide department, and Miss M. E. T. Corr, director and vice-president in charge of import purchases. The paintings are the work of Edmund Magrath.

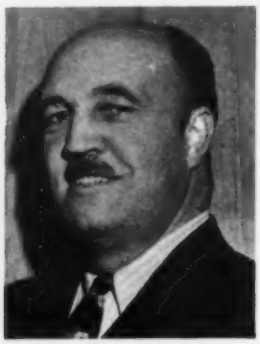
Bottle Labeling Booklet

A new handbook, "Successful Bottle Labeling" has been brought out by National Adhesives division of National Starch Products, Inc. The booklet contains thirty-two pages of facts on labeling methods and machines, package selection, label specifications, hints on handling adhesives and recommendations for the regulation and care of labeling equipment.

The second section of the book is devoted to a chart of labeling difficulties with instructions for tracing the trouble and information for correcting it. The booklet would be of value to experienced operators and would be especially valuable in training new ones. Copies are available upon request.

Brown Advanced by Sterling

Charles K. Brown has been appointed assistant sales manager of the R. L. Watkins Division of Sterling Drug Inc., it has been announced by D. H. Williams, division vice-president. Mr. Brown will make his headquarters in the New York office. He has been a sales-



CHARLES K. BROWN

man for the Bayer Division and R. L. Watkins since 1928, covering the southern Ohio territory, with headquarters in Cincinnati. Previously he had been associated with Buck and Raynors, retail drug store chain, and with McLeans Drug Co. chain, Chicago.

Danco Serves War Chest

Gerard J. Danco, president of Gerard J. Danco, Inc., New York, served as chairman of the Morris Township, N. J., 1945 War Chest campaign.

Meyer Named by Union

Charles F. Meyer has been appointed assistant sales manager of the Union Pharmaceutical Co., Inc., Bloomfield, N. J. Mr. Meyer was formerly assistant to the manager of the domestic sales division of the Schering Corp.

A Daughter to the Lessers

Mr. and Mrs. Milton A. Lesser have announced the birth of a daughter, Martha, on October 29. They also have a son, Paul Andrew, born July 20, 1940. Mr. Lesser is technical editor of DRUG AND COSMETIC INDUSTRY.

National Sawdust Expands

National Sawdust Co. enjoys greatly increased facilities at its new factory and laboratory at 69 North Sixth St., Brooklyn, N. Y. One of the company's activities is the processing of fine woods into wood powders which are suitable for fine sachets and available without priority.

Monsanto Advances Dr. Hitchens

Promotion of Dr. Richard M. Hitchens to the position of associate research director of Monsanto Chemical Company's Organic Chemicals Division has been announced by Osborne Bezanson, divisional general manager. Dr. L. P. Kyrides is research director of the division. Dr. Hitchens has been assistant director. He started with Monsanto as a research chemist in 1931 and later became a research group leader.

Dr. Hitchens was born in Michigan in 1905. He attended the College of the City of Detroit and received his doctor's degree from the University of Michigan. He taught chemistry in both institutions before entering Monsanto's service.

Mich. Chem. To Make DDT

Facilities of the Michigan Chemical Corp., Saint Louis, Mich., have been expanded to increase production of DDT, it has been announced by John L. Giles, vice-president and general manager.

Wilson Rejoins Dow

Robert L. Wilson, chief boatswains mate, United States Navy, has been given his honorable discharge after serving for two years and four months. Mr. Wilson has rejoined the New York office of Dow Chemical Co.

Yahr-Lange Buys La Crosse Drug

Yahr-Lange Wholesale Drug Co., Milwaukee, has acquired the La Crosse Drug Co.

Paul Douglas Represents Industry

Paul Douglas, vice-president of Bourjois, Inc., New York, was vice chairman representing the cosmetic and perfume industry for the Commerce and Industry Division of the New York War Fund.

Storfer Serves War Loan

Benson Storfer, president of Parfums Corday, will serve as Sixth War Loan chairman of the Cosmetics and Perfumes Division of the War Finance Committee for New York.

McDonald Visits New York

George R. MacDonald, Boston representative of Ungerer & Co., and Mrs. MacDonald spent a short vacation in New York in October. While there Mr. MacDonald visited Ungerer's New York office.

Kopecky Joins Heyden

Ferdinand F. E. Kopecky has joined the Heyden Chemical Corp., New York, as patent attorney. Mr. Kopecky is a graduate of Rutgers University and has done post-graduate work in chemistry at Rutgers and Harvard.

He started his professional career as a research chemist with the Bakelite Corp. and has been connected with Ellis Laboratories and Monsanto Chemical Co. in chemical capacities. Most recently he has acted as patent attorney for Monsanto and Phillips Petroleum Co.

Clifton Laboratories Formed

S. F. Gross, Ralph A. Santoro and R. Schrieber have organized Clifton Laboratories, New York. The company has been incorporated with a capital of 100 shares of no par value.

McK. & R. Appoints Berry

Donald C. Berry has been appointed to the newly created position of assistant advertising manager of McKesson & Robbins, Inc., it has been announced by L. M. Van Riper, vice-president and advertising manager of the company.

DONALD C. BERRY

For six years Mr. Berry was assistant advertising manager of Schieffelin & Co., and more recently has been promotion manager of the publication, *Medical Economics*.

Ospenson Joins M. M. & R.

Arthur M. Ospenson has joined the greater New York sales staff of Magnus, Mabee & Reynard, Inc. Mr. Ospenson's first connection was with a perfume manufacturer in New York. From there he went to the Mohegan Co. of New England, and was subsequently associated with printing interests which specialized in work for the drug, pharmaceutical and allied trades.

ADVERTISEMENT—*This entire page is a paid advertisement.* *Prepared Monthly by U. S. Industrial Chemicals, Inc.*

U.S.I. CHEMICAL NEWS

November ★ A Monthly Series for Chemists and Executives of the Solvents and Chemical Consuming Industries ★ 1944

Non-Critical Resin Proves Practical for Variety of Jobs

S&W Aroplaz 1306 Performs Like a Modified Alkyd Resin

Introduced in the early part of this year as an alternate for critically scarce phthalic alkyd resins, S&W Aroplaz 1306 is now reported to be in successful use in a wide range of interior industrial coatings. The new resin is also proving practical in numerous architectural and exterior applications. Manufactured by a new process developed by U.S.I., "1306" contains no critical materials and is available without priority.

Color and Gloss

Initially very pale, the staining properties of "1306" are so slight that white enamels can be made approaching the whiteness obtained with alkyds, and color retention is excellent. In gloss and gloss-retention it is superior, in both clear and pigmented films, to many alkyds. It is also high in water- and alkali-resistance, and in flexibility.

SPECIFICATIONS — AROPLAZ 1306

	65% SOLIDS in MS	75% SOLIDS in MS
Acid Value (Plastic)	10-15	10-15
Color (G-H 1933)	7-9	7-9
Viscosity (G-H)	T-V	Y-Z1
Weight/Gallon at 25 C	7.7	7.9 lbs.

Metal-on-Plastic Plating Uses Alcoholic Solutions

According to claims set forth in a newly-granted patent, a metallic coating heavy enough to serve as a cathode for subsequent electroplating may be applied to plastic articles, such as buttons, costume jewelry, and so forth.

The plastic object to be plated is prepared by rolling it in sand to abrade the surface, immersing it in a ferrous sulphate bath and then one of copper sulphate. Next, the plastic article is treated in a bath of ethanol, water, sulphuric acid, quinol and stannous sulphate. Following this, comes a treatment in a bath of sodium hydroxide, silver nitrate and ammonia.

In order to cause a thin layer of silver to deposit from the silver nitrate upon the plastic articles, a reducing agent is added to the last bath. This reducing agent is composed of ethanol, sugar, nitric acid and water.

The metallic silver thus deposited is heavy enough to carry the subsequent electroplating current.

U.S.I. Announces New Pacific Coast Office

In order better to serve western industry, U.S.I. has opened a new Pacific Coast office in Los Angeles. This new office is to be the headquarters for the company's entire Pacific Coast operations, and will handle all sales and technical matters in the states of California, Oregon, Washington, Idaho, Nevada, Utah and Arizona.

The new office is to be in the charge of Mr. Robert E. Alexander, Pacific Coast Manager, while Mr. G. C. Dohm will serve as Manager of the Los Angeles Division. Mr. Henry M. Lindau will specialize in resin sales and will have his headquarters in San Francisco.

Address of the new office is 433 South Spring Street, Los Angeles 13.

Need Ethyl Acetate?

The most widely used fast-evaporating nitrocellulose solvent, ethyl acetate offers the advantages of low cost, strong solvent power and mild, pleasant, non-residual odor. With the availability situation undergoing continual change, it is quite possible that you can make wider use of this versatile solvent. U.S.I. will be glad to discuss the possibilities of filling your requirements.

Tipsy Oysters Shed Shells in Record Time

Fish and Wildlife Service experiments point the way to more rapid shucking of oysters. In laboratory tests the oysters were soaked in carbonated water for five minutes.

The carbon dioxide intoxicated the bivalves to the point where the large muscle holding the shells closed relaxed and the oysters were easily opened. In one test, a novice opened 150 drunken oysters in twenty minutes, a speed difficult for the most experienced oyster shucker to attain with sober oysters. Neither flavor nor quality of the oysters was affected.

Doubles Output of Ethyl Acetoacetate, Wider Use Foreseen

U.S.I. Pictures Continuing Postwar Demand for Its Increased Production

The postwar use of synthetic anti-malarials now seems certain to continue at much higher levels than was originally thought. For Atebrin and other quinine substitutes are demonstrating definite therapeutic advantages over the natural product. Equally significant, they are bringing tremendous reductions in the cost of treating and preventing malaria. With the end of the war, these factors will make it possible to attack—on a scale never before dreamed possible—a scourge which still takes more than a million lives a year.

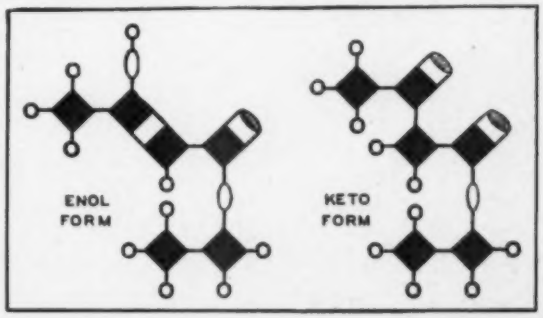
The use of the sodium derivative of acetoacetate in the preparation of Atebrin and other anti-malarials thus will continue alone to account for large quantities of this reactive intermediate. The synthesis of thiamin hydrochloride (Vitamin B_1) and antipyrine are other uses now consuming steadily increasing tonnages.

Other Uses Seen

However, it was not merely to meet the mounting demand for ethyl acetoacetate in these two fields that U.S.I. recently doubled its production. For the organic structure of ethyl acetoacetate is such that it permits a wide variety of chemical reactions leading to a long list of valuable end-products. With the experience gained in the last few years in carrying out these reactions on a commercial scale, many new end-products loom as imminent realities. The two unusual properties which make ethyl acetoacetate important in chemical synthesis are:

1. The reactivity of the hydrogen on the carbon adjacent to the $COOC_2H_5$ group. Hydrogen substitutions at this point lead to the introduction of groups such as halogen, metal, acyl and alkyl radials. Ammonia, aniline, urea and many other types of compounds containing the NH_2 group, add with the elimination of water.
2. The addition products (especially the amides) mentioned above have a tendency to close into ring structures of the most varied types, giving for example substituted pyrroles, pyrazoles, pyrazolones,

(Continued on next page)



The chemical structure of ethyl acetoacetate shifts between the enol and keto forms. Both forms are shown in this diagram, in which hydrogen atoms are represented by circles, oxygen by ellipses, and carbon by squares. The square is used as the symbol for carbon, instead of the conventional tetrahedron, in the interests of simplicity.

ADVERTISEMENT—*This entire page is a paid advertisement.*

November ★ **U.S.I. CHEMICAL NEWS** ★ 1944

Soybean Protein Extraction Stepped-up with Ethanol

The best soybean protein is that extracted from flaked soybeans, which contain less oil and a more soluble protein than does soybean expeller meal. To date, flakes available commercially have been those extracted by petroleum ether.

A study made by the U. S. Department of Agriculture laboratories demonstrates that flakes extracted by ethanol contain 10 per cent more protein than the petroleum extracted flakes, and in addition the final separation of the protein from the solution of flakes in water is greatly speeded. Protein precipitated from ethanol-produced flakes settled in 20 minutes, while it required two hours for protein from petroleum-produced flakes to settle. Filtration rate of wet protein is increased 50 per cent.

The pilot plant, operated by the laboratory for more than a year, should be a source of valuable information to plants engaged in the large-scale production of soybean protein.

New Glycine Process Hinges on Ethanol

Glycine, and the primary amino carboxylic acid which is used as an intermediate in the synthesis of surface-active agents and corrosion inhibitors, are prepared more readily by a new method, according to the claims set forth in a recent patent.

The glycine is produced by heating a solution of sodium hydroxide, sodium cyanide, an alkyl metal salt of aminomethanesulfonic acid, and water together, adding hydrochloric acid to the solution, and evaporating the solution to dryness. From this residue the glycine hydrochloride is extracted with ethanol.

Primary amino carboxylic acid is obtained by reacting a metallic salt and an alkyl metal salt of aminomethanesulfonic acid together with water in an aqueous solution which is then acidified. After multiple refluxings, excess mineral acid and water are removed by evaporation. The dry residue is dissolved in ethanol to remove the amino carboxylic acid salts from the inorganic salts. An addition of aniline to the alcohol extract liberates the amino-carboxylic acid from its salt, and as it is virtually insoluble in ethanol, it may be separated directly by filtration.

Ethyl Acetoacetate

(Continued from preceding page)

pyrimidines, pyridines, quinolines, isoxazoles, furane and coumarin derivatives.

Amino Acids

One example of a field in which ethyl acetoacetate appears destined to open up new possibilities is in the synthesis of the amino acids which have been shown to be essential to human life, and which are increasingly mentioned in projected nutritional programs. Starting with ethyl sodium acetoacetate, it is indicated that these amino acids can be prepared according to the following reaction:

Amino Acids Made with Ethyl Sodium Acetoacetate

$$CH_3C(ONa):CHCOOC_2H_5 \xrightarrow{RCl} CH_3COCHRCOOC_2H_5 \xrightarrow{C_4H_9ONO + H_2SO_4} RC:(NOH)COOH \xrightarrow{H_2} RC(NH_2)HCOOH$$

Cottonseed Suggested as New Source of Lecithin

Soybean phospholipid, commercial source of lecithin which is an antioxidant and emulsifying agent widely used in foods and pharmaceuticals, finds a close counterpart in cottonseed phospholipid, according to recent investigations. Possibilities of using the cottonseed product as an added source of lecithin suggest themselves.

The cottonseed phospholipid was prepared experimentally by stirring commercial cottonseed, containing phospholipid, with changes of acetone to percipitate the phospholipids. The resulting powdered phospholipids were dissolved in ethyl ether and then poured into an excess of acetone. The resulting purified phospholipid was a stable, powdery solid, brilliant yellow in color, and the yield was 54 per cent. Fifteen to 20 per cent of this phospholipid could be dissolved by extracting with multiple changes of hot ethanol. This resulting lecithin fraction was high enough in phosphorous and nitrogen to render it commercially usable.

TECHNICAL DEVELOPMENTS

Further information on these items may be obtained by writing to U.S.I.

A new wetting agent and detergent has been developed for use in the textile field. Added uses as an industrial cleaner and in priming compounds and pickling baths are claimed. According to the manufacturer, the product is highly concentrated, containing less than 5 per cent water, and is soluble in alcohol. (No. 869)

U S I

To strip paint from metal surfaces, a new compound is designed to be brushed on, then washed off with a hose, carrying the paint with it. It is said to remove zinc chromate as well as other paint coatings and to permit the washing of brushes and other equipment in water. (No. 870)

U S I

A new synthetic rubber cement, which is claimed to bond neoprene to neoprene or neoprene to fabric, and fabric to fabric, is announced. Company also announces a general-purpose cement claimed to adhere as well as rubber cement to a variety of surfaces. (No. 871)

U S I

Fungus resistance for phenolics is claimed to be imparted by a newly-developed coating compound. It is intended to inhibit fungus development on phenolic electrical parts used in tropical climates. The new product may be applied by spray, dip or brush and has high dielectric strength. (No. 872)

U S I

An improved phosphorescent pigment, which is claimed to emit a brighter afterglow of longer duration, has just been announced for use in luminous paints, tapes, decalcomanias, etc. (No. 873)

U S I

To measure water hardness, a new instrument has been developed. Said to be much more rapid than gravimetric procedures, this new apparatus is designed to give accurate measurement of minerals, calcium, and magnesium in water samples in ten minutes. The new instrument is described as small, sturdy and inexpensive. (No. 874)

U S I

Plastic insulating tape, claimed by its manufacturer to be resistant to caustic or corrosive fumes, oils, acids, alkali and moisture, has been placed on the market. Designed to protect wires, piping and equipment, it is stated to be remarkably flexible, of high mechanical strength and to have heat sealing and flame resistant properties. (No. 875)

U S I

A new, heavy-duty paint, which is stated to protect brick, concrete, metal and wood surfaces against severe attacks by moisture, salt water, acid fumes and alkalis, is offered. This black, processed coal-tar paint may be applied by either brush or spray and is said to be well adapted for use on ships, docks, etc. (No. 876)

U S I

Ceramic insulation may be deposited on copper wire and other electrical conductors by a newly developed process, according to a recent announcement. Films are stated to retain their electrical characteristics, at about twice the temperature limits of enamel and other organic insulations, and to be flexible enough for winding coils. (No. 877)

U.S.I INDUSTRIAL CHEMICALS, INC.

60 EAST 42ND ST., NEW YORK 17, N. Y. ★ BRANCHES IN ALL PRINCIPAL CITIES

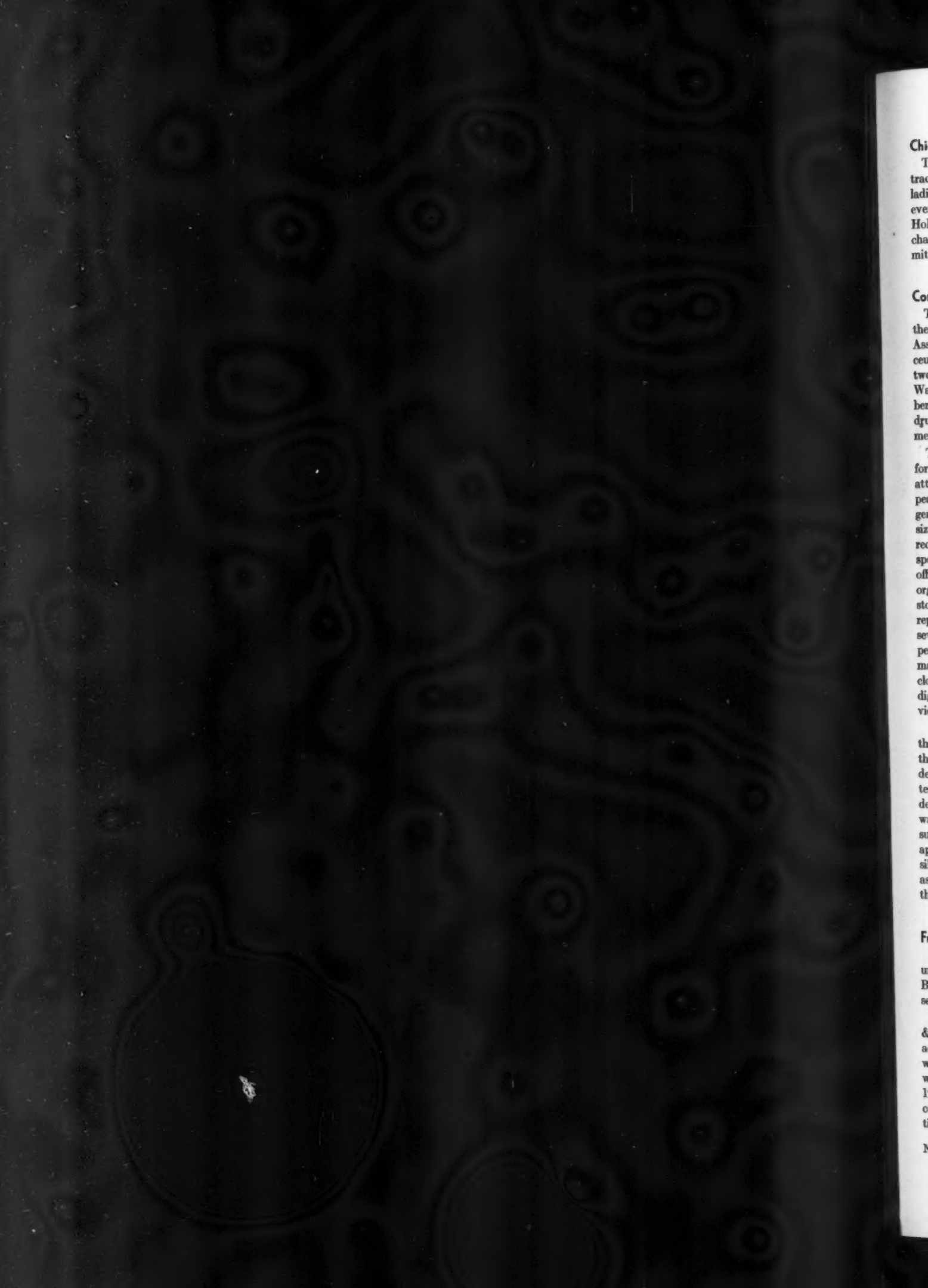
ALCOHOLS
Amyl Alcohol
Butanol (Normal Butyl Alcohol)
Fusel Oil—Refined
Ethanol (Ethyl Alcohol)
Specially Denatured—all regular and anhydrous formulas
Completely Denatured—all regular and anhydrous formulas
Pure—190 proof, C.P. 96%, Absolute
*Super Pyro Anti-freeze
*Solox Proprietary Solvent
***ANSOLS**
Ansol M
Ansol PR

ACETIC ESTERS
Amyl Acetate
Butyl Acetate
Ethyl Acetate
OXALIC ESTERS
Dibutyl Oxalate
Diethyl Oxalate
PHTHALIC ESTERS
Diamyl Phthalate
Dibutyl Phthalate
Diethyl Phthalate
OTHER ESTERS
*Diatol
Diethyl Carbonate
Ethyl Chloroformate
Ethyl Formate

INTERMEDIATES
Acetoacetanilide
Acetoacet-ortho-anisidide
Acetoacet-ortho-chloranilide
Acetoacet-ortho-toluidide
Acetoacet-para-chloranilide
Ethyl Acetoacetate
Ethyl Benzoylacetate
Ethyl Sodium Oxalacetate
ETHERS
Ethyl Ether
Ethyl Ether Absolute—A.C.S.
FEED CONCENTRATES
*Curbay B-G
*Curbay Special Liquid
*Vasatone 40

ACETONE
Chemically Pure
RESINS
S&W Ester Gums—all types
S&W Congo Gums—raw, fused & esterified
S&W *Aroplaz—alkyds and allied materials
S&W *Arofene—pure phenolics
S&W *Arochem—modified types
S&W Natural Resins—all standard grades
OTHER PRODUCTS
Collodions
Ethylene
Ethylene Glycol
*Indalone
Nitrocellulose Solutions
Urethan

*Registered Trade Mark



Chicago Assn. Ladies' Night

The Chicago Perfumery, Soap & Extract Association will hold its annual ladies' night party December 9. The evening is being planned by Robert L. Holland and Chris Christensen, co-chairmen of the entertainment committee.

Contact Committee Meeting

The combined contact committee of the American Drug Manufacturers Association and the American Pharmaceutical Manufacturers Association, in a two-day meeting held at the Hotel Washington, Washington, D. C., October 10 and 11, considered a number of drug standards and adopted recommendations regarding them

The revision of the official standards for parenteral solutions with particular attention to the requirements for the appearance of these solutions and for pyrogen test when applied to the smaller sizes of injections was discussed and recommendations were made to the respective revision authorities of the official compendia. A subcommittee was organized to study the problem of storage of vegetable drugs. A progress report on the cooperative testing of several types of synthetic rubber stoppers revealed that progress is being made in the development of such closures. The study of the assay of digitalis and its preparations was reviewed and future studies outlined.

Other subjects considered included the tests for heavy metals in drugs and the standardization of official methods of determining moisture content. An extended report on suitable conditions for determining melting point of fats and waxes was given and a suggestion was submitted for standardization for USP apomorphine color tests and some possible modification of the totaquine assay and suggested modifications of thyroid assay.

Frederick Cary Allen

Frederick Cary Allen, formerly treasurer of Dodge & Olcott Co., died in Brooklyn, N. Y., October 22. He was seventy-one years old.

Mr. Allen started to work for Dodge & Olcott in 1887. For several years he acted as assistant to Emil Martens who was elected treasurer of the company when it was incorporated in January 1905. After serving as treasurer of the company for many years, Mr. Allen retired in February 1942.

Claude Howard Searle

Claude Howard Searle, M.D., chairman of the board of directors of G. D. Searle & Co., Chicago, died of pneumonia at the Evanston Hospital, October 22. He was seventy-one years of age.

DR. CLAUDE H. SEARLE

Dr. Searle was graduated from Rush Medical College, Chicago, in 1898 after attending Hobart College and Cornell University. He was engaged in the general practice of medicine until 1909, when he joined the firm of G. D. Searle & Co., which his father had founded in 1888. He became president of the company in 1917 and chairman of the board of directors in 1936, being succeeded by his son, John G. Searle, who continues as the active head of the business.

During the first World War, Dr. Searle served as major in the Medical Corps of the Illinois National Guard. He was a member of the American Medical Association, the Illinois State Medical Society, the Chicago Medical Society, was one of the founders, and served as secretary, president and a member of the executive committee of the American Pharmaceutical Manufacturers Association.

Frederick C. Lambert

Frederick C. Lambert, general superintendent of the New Brunswick plant of Johnson & Johnson, died October 20 the age of forty-six.

Frank X. Hogan

Frank X. Hogan, vice-president and general sales manager of the Container Co., a division of Continental Can Co., died suddenly while on vacation in Monroe, N. Y., on September 30. He was fifty-five years old.

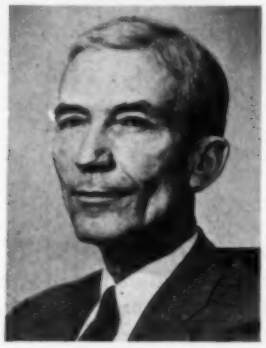
Mr. Hogan joined the Container Co. in 1930 as eastern sales manager. Prior to that he had been with the Robert Gair Co. of New York and the A. George Schulz Co. of Milwaukee.

E. F. Kelly

E. F. Kelly, secretary of the American Pharmaceutical Association, died at his home in Texas, Md., October 27, after a short illness. He was sixty-five.

Dr. Kelly had served as secretary of the association since 1926. During his period of service he guided and planned the development of a national center for pharmacy, the American Institute of Pharmacy, Washington.

He received the degree of Doctor of Pharmacy in 1902 from the University of Maryland and the honorary degree of Doctor of Science from Temple University in 1933. He was a member of the faculty of the University of Maryland from 1903 to 1926 and from 1918 to 1926 served as professor of pharmacy and



DR. E. F. KELLY

dean of the School of Pharmacy. He was a lecturer in the School of Medicine of Johns Hopkins University and a professorial lecturer in the School of Pharmacy of the George Washington University.

Dr. Kelly was chairman of the board of trustees of the United States Pharmacopoeia and had previously served as a member of the revision committee. He was secretary-treasurer of the National Drug Trade Conference from 1926 to 1934. He was one of the organizers and later president of the American Council on Pharmaceutical Education. He served as secretary of the Maryland Pharmaceutical Association from 1907 to 1942 since which time he has held the post of secretary-emeritus.

Dr. Kelly was the author of many articles on science and pharmacy, and author of one of the leading pharmaceutical textbooks. In recognition of his contributions to pharmacy, he was given the Remington Medal in 1933.

Dr. Kelly is survived by his widow; a son, Captain Evander F. Kelly, now serving in France; a son, Kenneth L. Kelly; and a daughter, Mrs. Kathleen Kilgore.

ORBIS "AQUASPRAY" PERFUME OILS
(REQUIRE NO ALCOHOL)

ORBIS "AQUASPRAY" PERFUME OILS are recommended for the preparation of sprays for deodorizing and purifying foul air in homes, institutions, hospitals, theatres, etc. They require no alcohol.

By merely mixing 3 ounces of Aquaspray Perfume Oil and 3 ounces of Formaldehyde Solution U.S.P. with sufficient water to make 1 gallon, a spray in a permanent milky emulsion form is obtained at a finished cost of less than 38 cents per gallon.* This is a real profit producer.

*Based on the gallon price of "Aquaspray."

ODORS AVAILABLE

Apple Blossom	Lavender	Persian Bouquet
Bouquet Kashmir	Lilac	Pineneedle
Bouquet #550	Locust Blossom	Rose
Carnation	Mint	Syringa
Gardenia	Narcisse	Violet
Honeysuckle	New Mown Hay	Wintergreen
Jasmin	Orange Blossom	

PRICE

$2.00 per pint $14.00 per gallon

A request on your letterhead will bring further details and sufficient sample for 1 quart of finished spray.

ORBIS
PRODUCTS CORPORATION

215 PEARL STREET, NEW YORK · FACTORY & LABORATORY, NEWARK, N.J.

CHICAGO 660 North Dearborn St. · PHILADELPHIA 610 Brown Bldg. · BOSTON 89 Broad Street · LOS ANGELES 1807 E. Olympic Blvd. · MEMPHIS, TENN. 1620 Carr Ave.

Water Soluble Gums	Waxes	Cosmetic Raw Material	Fruit Flavors
Thymol	Stearic Acid	Oleo Resins	Food Colors
Aromatics	Essential Oils	Perfume Bases	Quince Seed
Rice Starch	Zinc Oxide French	Olive Oil	Irish Moss

One Year Old!

We're very proud of our first year in business. But this supersedes 25 years in the cosmetic and private brand field.

However, we are more thankful to our friends --- both customers and suppliers who made this success possible.

A modern equipped daylight plant, plus experienced people produce the cosmetics our customers sell under nationally known trade-marks.

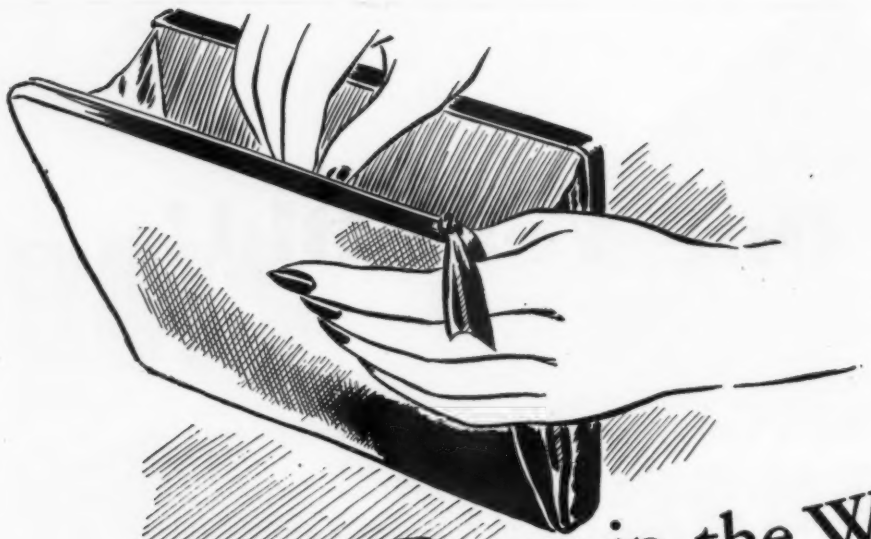
We can also solve your manufacturing and packaging problems. Let's get together.

W. F. Zimmerman, Incorporated

Manufacturers of Private Brand Cosmetics

Lexington
2 9383-4

404 Fourth Avenue
New York 16, N. Y.



The Greatest Buyer in the World

The greatest buyer in the world—the American housewife—is going to be more choosy than ever, once peace-time supply equals demand . . . Those with their ears to the ground know that competition for her favor is going to be stiff—*particularly in the packaged-goods field.* The post-war package will have to do a real selling job!

It should attract the eye . . . It should point up your product's outstanding advantages . . . Assure utmost protection to the product . . . Convey an impression of quality . . . And, if possible, contribute to the convenience with which the product is used.

Our business has grown on the ability to build machines that produce such packages. Machines that give you the choice of the many new and attractive packaging materials now available—and which are capable, too, of producing many different forms of wrapping.

Consult us in the early stages of your planning. It will insure your obtaining not only a package with strong selling features, but one that can be produced at lowest cost.

Write for our booklet "Sales Winning Packages"

PACKAGE MACHINERY COMPANY • Springfield 7, Mass.

30 Church St., New York 7 • 111 W. Washington St., Chicago 2
101 W. Prospect Ave., Cleveland 15 • 443 S. San Pedro St., Los Angeles 13
32 Front St., W., Toronto 1

PACKAGE MACHINERY COMPANY

Over a Quarter Billion Packages per day are wrapped on our Machines

Production Forum

By Francis Chilson

Industrial Consultant

Unsung Heroes

The unsung hero of this war is the "tired business man"—especially the older men, the executives over fifty. They've been the object of contempt and the butt of sappy jokes for a long time. For a long time they were kicked around by the New Deal as though they were morons and criminals. But when war came they delivered the goods.

They delivered the goods, without which GI Joe on the battlefield would be as helpless as a new born babe. They gave him food to sustain him; medicaments for his wounds. They gave him weapons with which to fight, and they are planning the bright new world that Joe hopes one day soon to come home to.

And they are dying too. All over the country burned out executives are dying like flies from heart disease aggravated by the terrific pressure under which they have been working these past few years. And they are just as dead as though they had been killed by Nazi bullets or Japanese bayonets—and for the same great cause. But for them there will be no funeral marches; no muffled drums, no funeral orations. And they would not want any.

More of these "contemptibles" will die before the war is won and in great number. I meet them in my travels all over the country and in their faces you can see the appalling strain they are under. They can't get decent traveling or hotel accommodations because these are so largely preempted by service men and their traipsin' women. They don't complain, for these things are trivial. They can't get men, materials or machines. Their key men upon whom in normal times they would have shifted an even easier burden, have gone into the services, into the government or into more important war industries.

But they are carrying on. Traveling more of necessity, working far longer hours than middle-aged men ever should be expected to endure. And they can't take it. You can't physically train a fifty year old man and harden all his muscles to endure whatever burden may be put upon him. At a time in their lives when they should have begun to relax, they were confronted with a task such as no group of men were ever called upon to undertake in so short a time—or any time.

Millions of the best equipped and fed men all over the world of many nations, attest how well the "tired business man" has mastered the task assigned him. And he is very tired indeed. But he will go on working until his heart gives out, all the while dreaming and planning for that better world for which the servicemen are fighting.

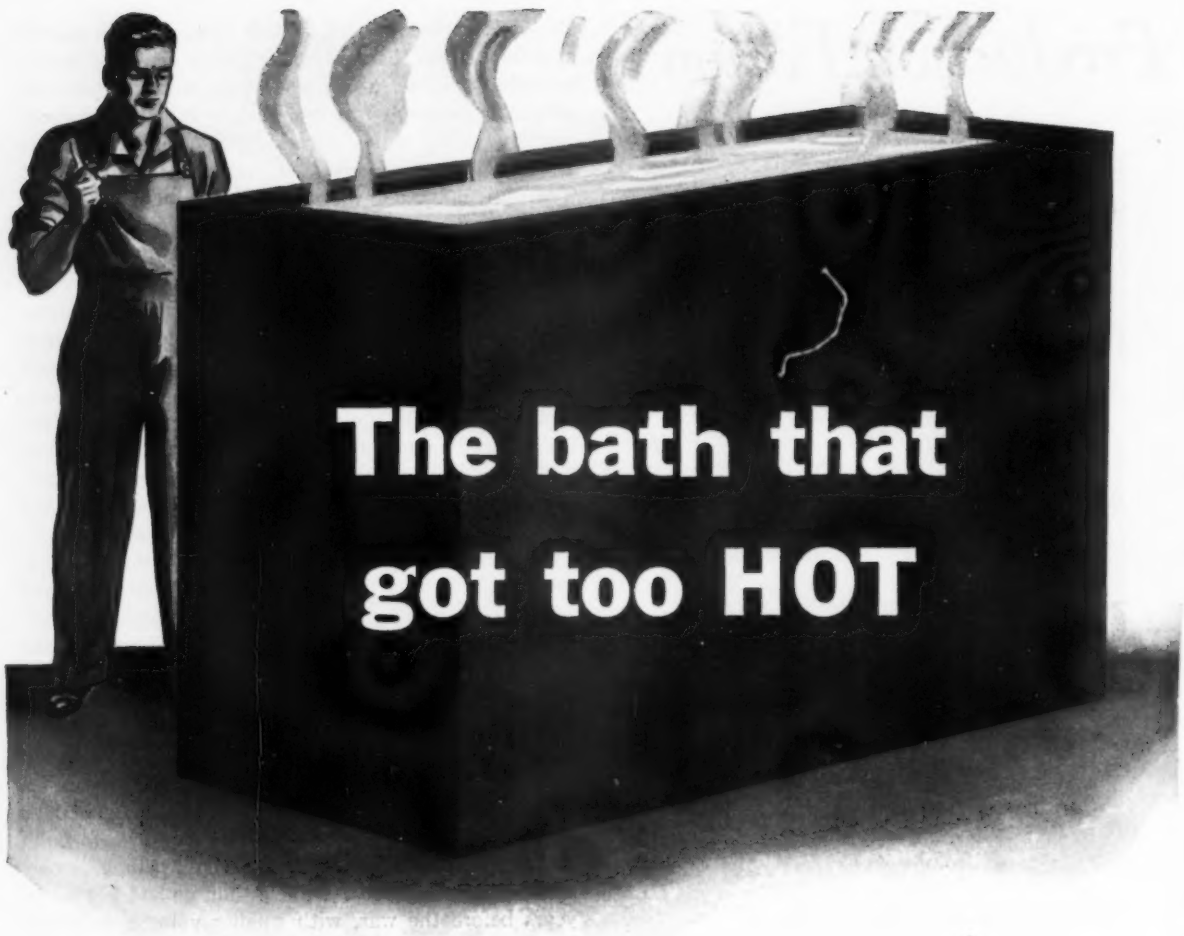
Leftwingers will sneer that the "tired" business man is getting extremely well paid for his efforts. Perhaps so. But after his enormous taxes are paid to help finance the war, the amount he has left as a reserve to help build that better world about which we are all talking, is very meager indeed—very much less than he had left in the years before the war, with smaller volume, infinitely less work, no worry and no incessant, killing pressure.

There should be a special badge of merit for the American executive over fifty, who with head and heart and hand has done so much that men may walk the earth again in dignity and peace.

Men Wanted

The demand for my services has become so great that my chemical engineering staff will have to be augmented. The type of man required for consulting work will have between five and ten years of executive experience in the manufacture of pharmaceuticals. At present he is either a superintendent or an executive assistant. Obviously I cannot entertain applications from men connected with the organizations of present clients. The applicants must have no reservations against traveling; they will be required to do a lot of it. No limit within reason is being placed on salary. The men I want are probably now earning from six to twelve thousand dollars per year and are certain that they are capable of earning more. These jobs are permanent. A majority of my clients have employed me for extensive post-war projects but there are enough high priority manufacturers among them to handle draft problems without difficulty.

A second job is available on the staff of one of my cosmetic clients located in New York. Cosmetic ex-



. . . for the thin skin of aluminum oxide

Corrosion and abrasion are enemies of aluminum just as rust is an enemy of steel. To make aluminum corrosion and abrasion resistant, a thin protective film of aluminum oxide, approximately one ten thousandth of an inch thick, is applied electrolytically in an anodizing bath.

To produce a satisfactory oxide coating, it is necessary that the temperature of the bath be kept within certain limits. However, because of the large amounts of electrical energy used in the anodizing process, tank temperatures tend to rise dangerously, resulting in an inferior oxide coating.

This condition is remedied through the use of General Electric Industrial Cooling Equipment which, by maintaining a constant bath temperature, makes possible a superior anodizing job.

This is just a single instance of the many ways in which G-E Industrial Cooling Equipment is contributing to better, faster, more economical production techniques. These new techniques . . . ready to assist you *now* in war production . . . will be available for any commercial or industrial application once the war is won.

An application digest concerning the use of G-E Industrial Cooling Equipment in the anodizing process is now on the press. For your free copy, write—on your business letterhead—to:

General Electric Company, Air Conditioning and Commercial Refrigeration Divisions, Section 448, Bloomfield, New Jersey.

☆ BUY WAR BONDS ☆

Industrial Refrigeration by

GENERAL ELECTRIC

Hear the General Electric Radio Programs: The "G-E ALL-GIRL ORCHESTRA," Sundays, 10 p. m., EWT, NBC . . . "THE WORLD TODAY" News, Every Weekday, 6:45 p. m., EWT, CBS

perience would be helpful but not required but a lot of experience in planning production, job simplification, scheduling and following up work is essential. A chap who has been employed as a methods and standards man, a motion study or a good time study man would get a very careful hearing especially if he demonstrates a capacity to act as an assistant superintendent. Location New York.

A third job requires an experienced and efficient plant manager. This job will pay from ten to twelve thousand dollars a year. Chemical engineering training is desirable and preference will be given to those who have had pharmaceutical or cosmetic experience especially in the packaging phase. He should be capable of supervising the establishment of a new plant.

In all of the foregoing instances letters will be held in fullest confidence and your present connections of course, will not be approached.

"My Job"

You hear this phrase, "my job," so often that its inner significance is completely overlooked. There is a certain definite possessiveness about it coupled with an instinctive pride, which we as plant managers, have almost completely failed to capitalize. You may own the business but your workers instinctively regard their jobs as belonging to *them*. It is something apart from ownership, something apart from management; it is the ultimate contribution the worker makes to the enterprise. On trains, subways, buses you will overhear workers talking about *their* jobs. This subject forms a large part of their conversation at home and abroad. They compare their jobs with those of other workers—usually out of pride adding to its importance a few per cent or maybe a hundred, depending upon whether or not the listener works in the same plant. Occasionally you will hear a workman discussing "the job" which as a rule denotes that he doesn't like it or that something in the organization has soured him. In that case "the job" often becomes the *goddam* job.

I say that we generally have failed to capitalize the possessive implications of this wonderful and hopeful phrase. Before the war a few of the more enlightened firms in this trade and others started the practice of having open house so that relatives of workers could visit them at work, and the workers were permitted to demonstrate how their jobs were done. Almost invariably personnel men reported the obvious pride with which workers showed off before their families, and as invariably, the personnel men concluded that open house improved "morale."

The term "morale" can be stretched to cover too much territory. It is a condition which should be continuous and involuntary like the beating of one's heart or breathing, and not the result of an occasional dose of something which stimulates the worker. I think the average worker wants to be proud of his job, wants to brag a bit about it when he gets together with his pals. I think you can steadily increase his pride in his job by making it worth having. Money helps a lot. Nothing helps a worker like the feeling that he is being better paid than his pals for the same kind of work. But money isn't everything. Clean, comfortable, attractive surroundings, careful training and intelligent supervision all help to create the abiding feeling that "my job" is worth while and a cut or two above the other fellow's.

I mentioned careful training and by this I mean not merely exhaustive instruction in the mechanics of the job, but an exposition of its relation to other jobs and to the business of the company. Herein lies, I think, the key to the problem. Careful training, which assumes nothing and takes nothing for granted (because we often are too prone to assume the worker knows more than he does), plus a general orientation in the business of the company correlating the worker's job with everybody else's. An occasional personal letter from the president—not a form letter for general distribution—would help a lot. These intimate personal letters should go out at intervals and they should be prepared in such a way as to make the individual worker feel that Mr. Big is not too upstage to take note of the importance of him and his work. Timing the letter to the worker's birthday and to the anniversary of his employment would help. Regardless of how many employees are involved, the president of a company can make a direct personal contact with every employee at frequent intervals by means of a simple friendly letter addressed to the worker's home.

Portable Electric Hand Searchlight

"Big Beam" No. 411 Portable Electric Hand Searchlight, made by U-C Lite Manufacturing Co., Chicago 11, Ill., will project an intense beam of more than 2,500 feet or, by means of a snap-on lens, give the same volume of light over a wide area. Powdered by a heavy-duty, shockproof 6 volt storage battery, rechargeable from any A.C. charger, D.C. line or light plant. Recharging is simple, clean and safe and it is not necessary to remove battery from container. Lamp head can be turned in any direction and stays adjusted. Perfectly balanced for carrying, either by hand or with shoulder-strap. Can be set almost anywhere, and by use of a hold-down can be securely anchored to any flat surface. "Big Beam" is dependable, economical in operation and adaptable to a wide range of uses—in the armed forces and in industry generally, for maintenance, repair, plant protection, fire.

"The Palletized Load"

A new philosophy of simplified packaging which effects tremendous economies in shipping space and handling costs is discussed fully in Robert Gair Company's new illustrated 28-page booklet, "The Palletized Load" by J. D. Malcolmson, Technical Director of Robert Gair Company, Inc., It has been cleared through the U. S. Navy, whose experiences with palletizing provide valuable information for shippers.

The use of pallets is not new, but their full possibilities were not realized in practice until the Navy carried the

ROSS MAKES THEM ALL

For Drugs and Chemicals

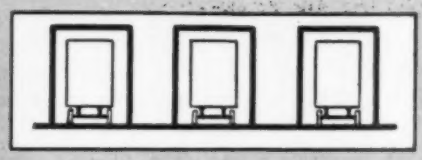
Whatever your drying problem might be—ROSS has an oven that will do the job as it should be done. Even on products and processes that present special drying problems—there's a ROSS DRYER to meet the requirements. With a ROSS DRYER you get the advantages of an exclusive design that provides scientific air distribution and heat regulation with zone control.

Why not discuss with our engineers your particular product and processing problem? The most complete Laboratory facilities are available for scientific testing purposes. Write to our office nearest you. No obligation.

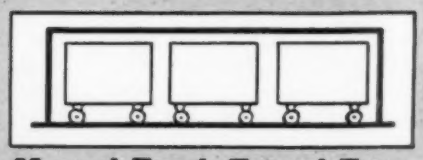
Some of the Prominent Users of Ross Dryers

The Bayer Company, Inc.
Colgate-Palmolive-Peet Co.
The National Drug Company
New York Quinine & Chemical Wks.
Schieffelin & Company
G. D. Searle & Company
Sharp & Dohme, Inc.
Stauffer Chemical Company
and others

Industrial Drying Ovens



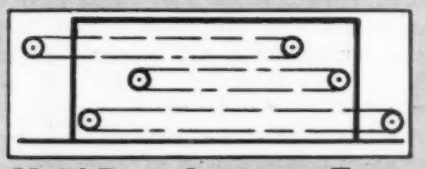
Batch Type



Manual Truck Tunnel Type

Floor Pusher Tunnel Type

Single Pass Conveyor Type



Multi-Pass Conveyor Type

J.O.ROSS ENGINEERING CORP.

350 MADISON AVE., New York 17, N. Y.

CHICAGO—6, 201 N. Wells St. DETROIT—3, 12953 Greeley Ave. BOSTON—9, 79 Milk St.

ROSS ENGINEERING OF CANADA, LTD., Dominion Square Building, Montreal

CONTROL OF AIR FOR MODERN INDUSTRY

idea to its logical conclusion. Faced with the necessity of transporting millions of various-sized items at a time when any delay or waste of shipping space might precipitate critical war emergencies, the Navy developed a simple, time-saving, labor-saving and space-saving formula for expediting the handling of the colossal volume of merchandise and supplies which passed through its depots in a never-ending stream.

The basic theory of the "palletized load" is to design shipping containers to fit a freight car instead of designing them to hold a certain amount of merchandise. Using the Navy method illustrated in the Gair booklet, one woman on a fork truck broke out of stowage and loaded a freight car in two hours. Before the system was adopted, the same work required fourteen men half a day.

Manufacturers who ship in carload lots will find "The Palletized Load" interesting and profitable reading. It also contains technical data on standardized containers and an offer from the Technical Department of the Gair company to assist in applying its own wartime experience to the solving of shippers' post-war packaging and handling problems. The booklet is free upon request. Just write to Robert Gair Company, Inc., 155 East 44th Street, New York 17, New York.

Conditioned Air Conservation

"Air Conservation Engineering," a 120-page volume published by the W. B. Connor Engineering Corporation, offers a comprehensive and timely treatise of the principles and application of air recovery.

The air conditioning industry, now planning for extensive post-war expansion, is concerned primarily with making its products and services available to the widest market at the lowest cost. According to this book, air conservation, which means simply the purification and recovery of used air in the interest of economy in air conditioning, will contribute to that result.

The recognition that conditioned air represents a real and tangible investment which must be guarded is emphasized. Air becomes contaminated with use. Heretofore it has been the practice to exhaust such used air. However, air expelled from a conditioned enclosure carries with it the cooling or heating energy originally expended upon it. If, therefore, used conditioned air is purified and re-used and the volume of air expelled is minimized, both the capital and the operating costs of conditioning are relatively reduced. The process by which this is accomplished is known as air recovery and its theory and practice are fully elaborated in this manual.

The nature of air-entrained impurities—dust, smoke, fumes, vapors and gases—and their elimination are dealt with extensively. The principle of sorption and its application, vital to adequate air purification, is presented in sufficiently non-technical language to be readily comprehended by the layman.

In addition to its contribution to air conditioning, the value of air recovery for protection against contaminated air intakes, for the abatement of polluted exhaust air nuisances, and for the control of air purity in connection with industrial hygiene as well as in food, medicinal and other processing operations, is explained and illustrated by numerous typical examples.

The book contains a comprehensive reference data section, comprising tables of ventilation requirements, territorial climatic conditions, outdoor air heating and refrigeration loads, properties of gases and vapors and their safe concentration, psychrometric charts and data. Included also is a complete catalog section containing descriptions, illustrations, dimension information and installation instructions for Dorex air recovery equipment.

Consolidated Factory Buildings

After writing the article on reconverting the war plants to peace time uses, it was interesting to see in the *New York Times* a few weeks later, an illustration of a new consolidated industrial building which is to be erected after the war in New York City. This building is to contain 2,500,000 square feet. It is a pity that we

are going blindly ahead creating more factory floor space when we already have too much. In the same issue of the *Times* an advertisement of the Bush Terminal Building mentioned that it contains six million square feet of space. This is cited to emphasize the fact that many factories can operate with great convenience in one building or in a group of connected buildings.

Shields

An improved type of face protection shield, designed for maximum comfort, has just been developed by Willson Products, Inc., Reading, Pa., for light duty operations.

Made to fit over correction spectacles and extending well back along the sides of the face, the shield provides complete protection for face and forehead.

Extremely light in weight, the new Protecto-Shield (Type V-1) offers these additional comfort features: adjustable headband which assures perfect fit, front cushioning with replaceable leather sweatband, back cushioning with pliable plastic tube, tough light-weight brow guard which protects the forehead, and combina-

Pyrogen-Free Water... At LOWEST Cost

- **FOR USE IN INTRAVENOUS SOLUTIONS**
- **FOR RESTORING DESICCATED PLASMA**

Stokes Multiple-Effect Water Stills are recommended for use where pure distilled water is required in quantities of 100 gallons per hour and up. Not only is the operating cost of a Stokes Multiple-Effect unit much lower than that of a single-effect still of equal capacity, but the water it produces is of far greater purity.

These stills are engineered to meet specific water requirements . . . are widely used by manufacturers of biologicals and pharmaceuticals, to produce pyrogen-free distillate for use in saline, glucose and other intravenous solutions, restoring desiccated blood plasma and for other purposes.

For more than 25 years we have engineered and built Multiple-Effect Stills . . . pioneered the development of this type of equipment.

Write for catalog, Multiple-Effect and Single-Effect Stokes Stills, with typical water analysis, operating cost figures, and other data. Also available is a complete line of standard laboratory stills. Send for folder.

F. J. STOKES MACHINE COMPANY

5932 Tabor Road Olney P. O. **Philadelphia 20, Pa.**

Representatives in New York, Chicago, Cincinnati, St. Louis
Pacific Coast Representative • L. H. Butcher Company, Inc.

F.J.Stokes PROCESSING EQUIPMENT FJS Est. 1895

tion friction swivel and guard which permits easy raising of the shield but prevents blows from pressing it against the face.

Slot locks hold the easily replaceable cellulose acetate visor securely in place and an aluminum edge prevents warping.

This lighter, stronger, more comfortable shield may be obtained with either clear or green visor in 4"-6" or 8" visor lengths.

Annual Wages

I am coming around pretty fast to the view that everybody in industry should be paid an annual wage. It would certainly allay the fear of unemployment which in normal times is ever present in the factory workers' mind. But what is more important it would improve management. To meet a minimum annual payroll would require more careful planning of sales, more accurate budgeting of material requirements, more accurate budgeting of operating costs. It would eliminate or at least minimize waste due to bad or excessive purchases and inferior production planning. Business men are slowly beginning to realize that labor is not a commodity or a machine that can be used when wanted and discarded when not. They are beginning to realize that their employees are their customers. When they lay off workers somebody else's business is hurt. When somebody else lays off workers our business is hurt. This slowly dawning realization is called "social consciousness." It seems to me that if a highly seasonal business like meat packing can work out successfully a stabilized annual wage, as in the case of the Hormel Company, we in the drug and cosmetic industry should have no trouble. And we should act now.

We should act now because the spectre of colossal post-war unemployment hangs over the country like a dark cloud. The way to solve the unemployment problem is anticipate it and prevent it. The drug and cosmetic industry should set an example for all others by acting jointly to guarantee not only an annual minimum wage, but jobs for all its returning servicemen as well, plus the industry's share of the normal increase in population for the five or six year war period.

It's all very well to dream about the post-war boom. But let's look at some authoritative statistics recently quoted in the *Atlantic Monthly*. First of all industrial capacity will have reached by the end of 1944 200 billion dollars. In other words twice as much as in 1940. But the significant thing is that this 100% increase in output was achieved with only an increase of seven million jobs above the total of 1940. Match that with the fact that at least eight of the ten million men under arms will have to have jobs, plus the fact that between 1940 and 1946 two and a half million people will have reached working age and you have something to worry about. Sure it is true that several million women war workers will go back home but this will still leave us with several million more men than jobs. I have read estimates that as high as thirteen million unemployed will be on our hands unless we can maintain national income and production on a basis at least 50% higher that it was in 1940. And that will be the case regardless of who is elected.

Some business men refuse to face reality by saying there will be a boom to rebuild the world. They point to the millions of homes that will have to be built; the millions of automobiles that will be needed. But they ignore the fact that the automobile industry claims, as a result of wartime expansion, to be able to build 8 million cars a year with 100 thousand people less on their payrolls than they have now! In our own industry we have pretty nearly doubled our output with only a comparatively small addition to our working personnel.

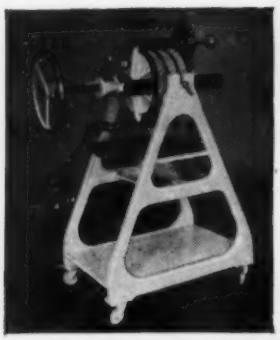
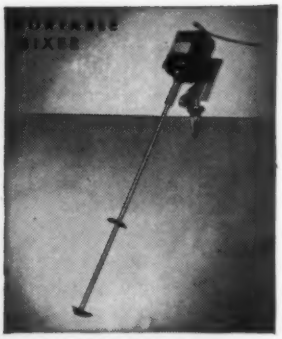
Never for a moment have I faltered in my belief that American business men will lick this problem, just as they have licked the war production problem. But the time to start licking the problem is now while we still have full payrolls and high volume. The unemployment problem is one which will not come upon us gradually. Unless industry has a program it will come upon us suddenly like an avalanche or a bursting dam. Then, because of the magnitude of the problem, the government will be forced to step in and we will have that to contend with. And regardless of what government it is, it will be the same old incompetent bureaucratic bologna no matter who slices it.

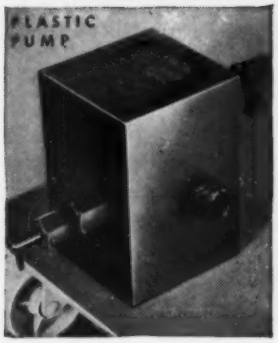
The Russian and the Germans by means of a despotic, planned economy managed to stabilize employment. It will be a tragedy indeed, as it will be the end of our liberty, if American industry by intelligent cooperation fails to work out a planned economy of its own, which will achieve the same result, free from governmental interference and without materially impairing our standards of living. Since nobody ever had enough of anything, we can do this. But some important industry has to make a start as a unit and I hope ours will lead the way.

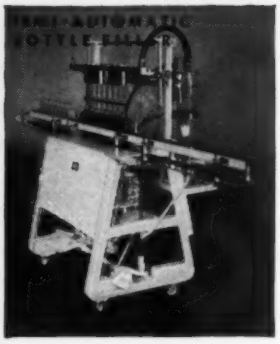
Penicillin Drum

The Graver Tank & Mfg. Co., Chicago has built a rotary penicillin propagation tank, which shows that the process really is beginning to emerge from the pilot plant stage. The first propagation tanks were deep tanks in which agitation and aeration depended upon spargers. Unless you have been in penicillin production you cannot imagine the difficulty of keeping the spargers and the ingoing air absolutely sterile. Moreover it was known that yields in the bottle or tray method were higher than in the deep tank method. So along comes some bright lad and combines the advantages of both. This rotary, horizontal drum will provide the capacity of the deep tank with the shallow bed of the tray or bottle method. Slow rotation of the drum will provide agitation without dependence on a more or less violent air stream. I have no information on how air or oxygen is admitted to the horizontal, thirty-seven foot drum. Possibly a charge of pure oxygen is used.

(Continued on page 585)





ERTEL LIQUID HANDLING EQUIPMENT FOR

Critical Installations

Ertel equipment is available for critical wartime industries. An Ertel unit is the ultimate answer to liquid handling efficiency. Why not consult with Ertel engineers who know and are able to cope with all liquid handling problems. You assume no obligation—your inquiries are cordially invited.

MAIL COUPON FOR YOUR PERSONAL COPY-TODAY!

ERTEL
ENGINEERING
CORPORATION
KINGSTON, N. Y.

Kindly send me your Catalog-12 without obligation.

Name.....

Company.....

Address.....

.....

The Ertel fully illustrated catalog contains interesting facts about Ertel Liquid Handling Equipment. It is your guide to the solution of many liquid handling problems. Your personal copy will be mailed without obligation—send for it today.

ERTEL ENGINEERING CORPORATION
KINGSTON, NEW YORK
NEW YORK CITY SALES OFFICE AND SHOWROOM
40 WEST 48th STREET NEW YORK 19, N. Y.
LIQUID HANDLING EQUIPMENT ENGINEERS

READERS' QUESTIONS

WASH RESISTANT LEG MAKE-UP: Will you please furnish us with a formula for leg make-up that won't wash off and that will pass the United States Pure Food and Drug Department, Cosmetic Division? Dallas.

It has always been my impression that one of the main requisites of an acceptable leg make-up is that it be readily removed with soap and water. The leg make-up that will not wash off will require the use of a film-forming compound such as ethyl cellulose, which can be removed by the use of solvents such as alcohol. If you wish to use such a material, I would suggest that you compound it with suitable pigments or color and opacifying agents to give you the required finish. Of course, such a product would probably have a shine unless you provided some means for creating a matt finish. Poly vinyl alcohol, which is water-soluble also has a good film-forming properties and might be useful in preparing a leg make-up more resistant to washing. However, in either case, these are departures from standard types of formulation and I would not therefore be in a position to know the attitude of the FDA. You would always have to establish the safety of such products through suitable tests.

BOTTLE CAPPING COMPOSITION: Years ago before they made preformed bottle caps, we used to use a material into which we dipped the bottle to get a nice, firm covering. I remember that it contained gelatin and glycerine but I have forgotten the proportions. Could you give me a formula for making up this bottle sealing product? Indianapolis.

One of the simplest formulas for making such a bottle capping composition is made as follows:

Gelatin	**7 lb.**
Glycerine	**10 oz.**
Water	**60 oz.**

Soak the gelatin in the glycerine and water mixture, then heat over a water bath until dissolved, then add any desired color. Pigments may be used, and very beautiful shades can be obtained by the use of aniline colors obtainable from most dye supply houses. This preparation may be stored in air-tight containers, but should be liquefied by indirect heat prior to use. In forming the cover, dip the cork and a portion of the neck of the bottle into the liquid. It sets very quickly.

ANTISEPTIC SOLUTION: Some time ago I remember seeing a formula for an inexpensive antiseptic containing alcohol, acetone, cresol, and other substances. I would greatly appreciate it if you could give me the formula and the source in which it originally appeared. New York City.

The antiseptic solution to which you refer was published in an article in the May 1942 issue of DRUG AND COSMETIC INDUSTRY. The preparation was originally described by M. V. Novak, in *Clinical Medicine*, vol. 48, pg. 198, 1941. It was developed after considerable clinical and experimental work and consists of:

Alcohol (95%)	**525.0 cc.**
Acetone	**100.0 cc.**
Cresol, U.S.P.	**5.0 cc.**
Mercuric chloride	**0.7 Gm.**
Eosin Y	**0.6 Gm.**
Acid fuchsin	**0.08 Gm.**
Water, to make	**1000.0 cc.**

Production Forum

(*Continued from page 583*)

Tough Drums

Drop tests on Leverpak drums, manufactured by the Container Company, wholly-owned subsidiary of Continental Can Company, at Van Wert, Ohio, result in crushed chimes, but no leaks, breaks nor tears.

These two 52-gallon drums were overloaded with net weights of 420 and 430 pounds respectively. Drum "A" —weight, 420 pounds—was given the standard drop test prescribed by the Interstate Commerce Commission and the Bureau of Explosives—two drops from four feet, one on the bottom chime and one on the top. Next, drum "B"—weight 430 pounds—was raised to seven feet, six inches from the concrete floor and dropped at a 45-degree angle on the bottom chime. Finally drum "B" was again raised to the same height, and dropped on the cover chime. All tests proved that these paperboard containers can take it.

Send for a Copy

Abbe Engineering Co., 56 Church St., New York City has issued a revised bulletin on the versatile Abbe-Lenart mixers used for emulsions, creams, ointments, etc.

How's Your Trade-Mark?

(*Continued from page 545*)

good trade-mark should be easy to read, pronounce and remember, so that the public will readily accept it into their common language. Even in an unusual design mark which has no lettering or like "readable" matter, the questions apply as to the ability readily to grasp and hold the impression of the mark in the mind by visual observation and to remember to ask the dealer for the specified goods by its identifying mark.

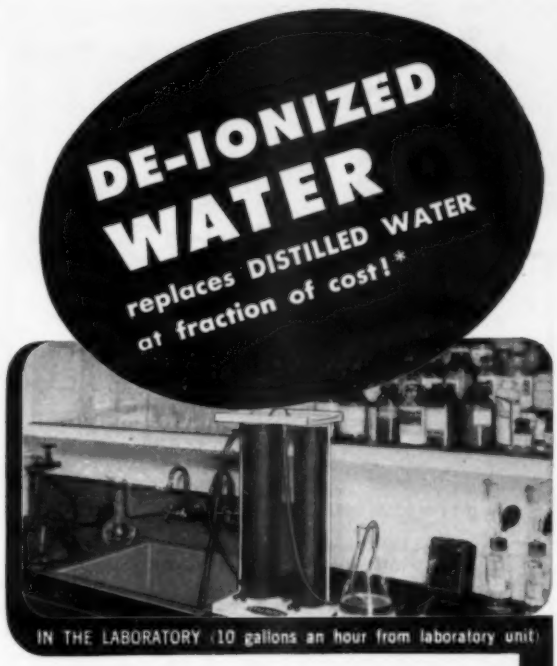
As to question 4, euphonious words, particularly when using coined words, are regularly used in trade-marks with striking effect and can greatly help to raise an otherwise unsuitable mark into a position of prominence in the public mind.

Simplicity of design, referred to in question 5, is a matter of the necessity of appealing to all types of people by means of something which can be absorbed without effort.

Attractiveness of sound and appearance, referred to in questions 6 and 7, and specifically the relationship of sound and appearance to the actual goods, are vital factors in the formation of a trade-mark which is to enhance the manufacturer's prestige. All of these factors of questions 1 to 7 can be summed up as the necessity to form a trade-mark with human appeal, interest, life or emotion consistent with the class of goods to which the mark is to be affixed.

Regarding question 8 on the adaptability to be affixed to the goods, this may not always be of vital importance, but if, for example, the product is a new lipstick in a small plastic case into which the word or

(*Continued on page 595*)

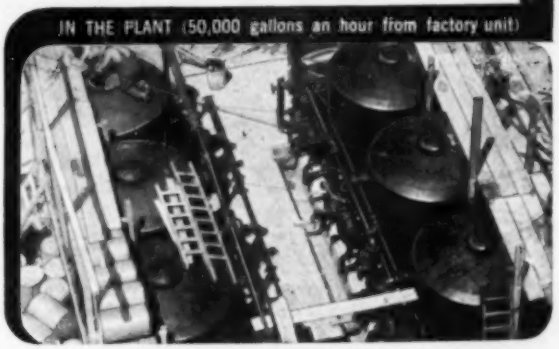


* **10,000 GALLONS OF DE-IONIZED WATER FOR LESS THAN $1**

If you use pure water in any of your manufacturing processes or products . . . investigate this modern, economical, ion-exchange method, meeting exacting standards in leading war industries:

SYNTHETIC RUBBER . . . AIRCRAFT ENGINE ALUMINUM . . . MIRROR . . . METAL PLATING CERAMIC . . . EXPLOSIVES . . . PHARMACEUTICAL SILICA GEL . . . CHEMICAL . . . BUTADIENE DISTILLERIES . . . LABORATORIES

ILLCO-WAY De-ionizing Units have permissible flow rates ranging from 10 gallons an hour to 50,000 gallons an hour. Write for literature today!



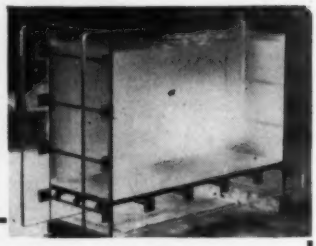
Water Treatment Engineers

ILLINOIS WATER TREATMENT CO.

847-11 CEDAR STREET — TESTED IN THE LABORATORY ILLCO-WAY PROVED IN THE FIELD — ROCKFORD, ILLINOIS

5 REASONS FOR USING . . .

GLASS TANKS



1. GLASS TANKS by "Pittsburgh" are non-staining, provide maximum sanitation.
2. They are impervious to acids, alkalis, chemicals of almost every kind.
3. They are made of tempered glass . . . 4 times as strong as ordinary glass . . . and able to withstand sharp temperature changes.
4. They may be made of transparent glass to facilitate easy checking of contents.
5. They are readily available *right now* . . . for glass is not on the restricted list.

Send the coupon today for the facts about **GLASS TANKS BY "PITTSBURGH"**

Pittsburgh Plate Glass Company
2339-4 Grant Building, Pittsburg 19, Pa.
Please send me, without obligation, free literature on Glass Tanks by "Pittsburgh."

Name.....

Address.....

City..... State.....

PITTSBURGH PLATE GLASS COMPANY

MAKE YOUR OWN GLASS PARTS WITH AN EISLER MACHINE

CHAS. EISLER
EISLER ENGINEERING CO.
775-SO. 13th ST. AVON AVE. NEWARK 3 N. J.

HIGH PRODUCTION . . . Thousands of threaded plastics caps per hour at minimum cost

FULLY AUTOMATIC . . . Split-second timed cycle, instrument-controlled for indefinite repetition. One man attends a battery of presses.

COMPLETELY SELF-CONTAINED.

IDENTICAL CLOSURES due to uniform timing and elimination of human error.

Write for further details.

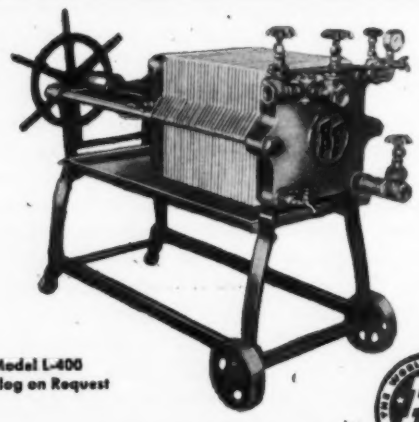
F. J. STOKES MACHINE CO.
5932 Tabor Road Philadelphia 20, Pa.

F.J.Stokes MOLDING EQUIPMENT

REPUBLIC FILTERS

and media are especially designed for the drug and cosmetic industry to attain the desired degree of porosity, sterility and flow rates.

Our laboratory and technicians are at your service.



Model L-400
Catalog on Request

REPUBLIC FILTERS, Inc.
PATERSON, N. J.

Canadian Sales Office: 32 Front St., Toronto, Canada

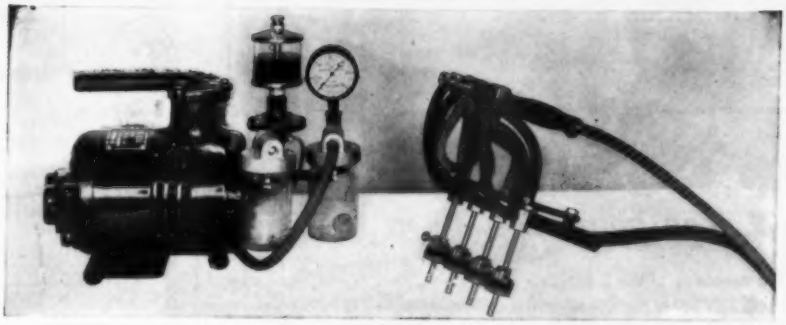
HORIX Portable Vacuum Filler for Diversified Liquid Products

This little filler is offered by the manufacturer of the largest liquid fillers on the market, to meet the needs of the producer filling relatively small lots.

Anyone can operate the Horix Model T-V Portable Vacuum Filler. Fills are quick and uniform to a pre-determined height, with no chance of overflow or drip. A cracked bottle will not fill.

The vacuum pump can be plugged into any convenient outlet. Adjustable valves in a featherweight head accommodate any size bottles from ¼ oz. to quarts. Thoroughly cleans itself in five minutes, permitting the filling of a variety of liquids.

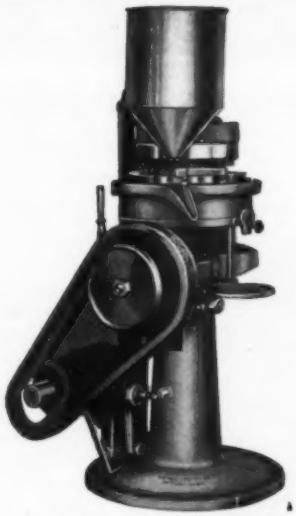
Write our Engineering Department for full information, giving complete information regarding your filling problem. Describe your product, type and size of containers, and the filling speed desired. We will be glad to recommend, without obligation, the filling head and valve combination best suited to your needs.



Write for complete details on this versatile yet inexpensive Horix Portable Vacuum Filler. Prompt deliveries can be made from stock on standard models.

HORIX MANUFACTURING CO.
PITTSBURGH (4), PENNA.

CONVEYORS and FILLERS



A NEW COLTON ROTARY TABLET PRESS
SERIES 200-25 ROTARY TABLET PRESS

The design of the Series 200-25 Tablet Machine is an outstanding engineering achievement, the culmination of years of experience in building tablet machines. This compact machine incorporates refinements that provide an entirely new standard of performance for this type of equipment.

ARTHUR COLTON COMPANY
2620 East Jefferson Established 1884 Detroit, 7, Mich.

For Highest Quality Water

STOKES ELECTRIC STILLS

with Automatic Overheat-Protection

CONTINUOUS DISCHARGE OF IMPURITIES.

TRIPLE VAPOR BAFFLES prevent entrainment.

LONG-LIFE, NON-CORROSIVE METAL AND PYREX GLASS CONSTRUCTION.

ECONOMICAL OF CURRENT AND WATER. Large Boiling Area and Counterflow Condenser.

MORE THAN 20,000 IN USE IN EXACTING SERVICE.

SIX SIZES from ⅓ to 1½ g.p.h. Also Gas and Steam Heated Stills from ⅓ to 100 g.p.h.

F. J. STOKES MACHINE CO.
5932 Tabor Road Philadelphia 20, Pa.

F.J.Stokes WATER STILLS FJS

Do you have a Post-war Packaging Problem?

Chances are . . .

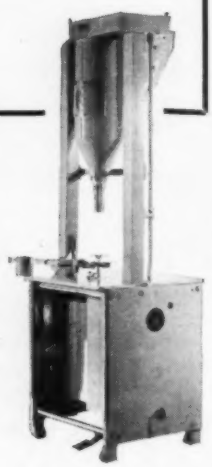
S&S

. . . can help solve it

The versatility of the S & S line of packaging machinery combined with our long experience have provided the answer for a number of firms planning to package new products or looking for more efficient, more economical methods of packaging their old lines for the post-war market.

Our engineering staff will gladly help you with your problems. Where restrictions will not permit us to supply the necessary machines now, some concerns are placing orders now for delivery when such restrictions are lifted.

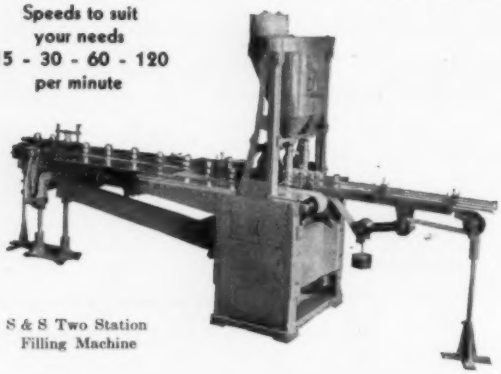
Why not talk things over with us.



Universal Filler

For any powder, granular product or paste. Fills by gross weight, volumetric measurement or packing. Speed 15-30 units per minute.

Speeds to suit your needs
15 - 30 - 60 - 120 per minute



S & S Two Station Filling Machine

Better Machines for Better Packages

STOKES & SMITH Co
PACKAGING MACHINERY — PAPER BOX MACHINERY

FILLING
PACKAGING
WRAPPING
MACHINES

4914 SUMMERDALE AVE., PHILADELPHIA 24, PA.

Here's what you'll like about the new

...“HAGERTY HANDY FILLER”

- Durable
- Moderately priced
- Eliminates spilling
- Simple to operate
- Convenient sizes
- Light construction

The most practical hand filler for creams, lotions and liquids.

Write for illustrated folder and prices

HAGERTY BROS. & CO.
10 Platt Street **New York, N. Y.**
Est. 1849

Automatic filling and sealing

Use packets for rationing

Automatic filling and sealing of paper packets is fast and economical. Packets offer many merchandising advantages. Send quantity of your material for test purposes . . . for return to you in packets . . . for report. No obligation. Write, w re or phone for full details.

THE BROWN BAG FILLING MACHINE COMPANY
FITCHBURG, MASS.

West coast representatives:
Peter D. Bowley & Associates
369 Fifth St., San Francisco, Cal.

for powders, granules, crystals

HORM ASBESTOS FILTER PADS

Laboratory Pressure Filter

2500 cc Capacity

A few available in **STAINLESS STEEL**

Uses standard 14cm Asbestos Filter Pad.

F. R. HORMANN & CO., Inc.

127 Boerum Place, Brooklyn 2, N. Y.

BUY WITH CONFIDENCE GET WITH No DELAY

2—Day Auger type Powder Fillers.
1—Pneumatic Scale 6 head, automatic Capper, md.
2—Karl Kiefer rotary 18-spout hand Fillers.
1—Semi-automatic Labeling Machine.
—Pneumatic Scale Talcum Powder Filler and Cappers, Unit complete.
4—Monel open tanks, 25 gal.
5—Dry Powder Mixers, from 50 to 2000 lbs.
20—Aluminum, Copper, Glass Lined, jacketed and agitated Kettles.
1—Abbe Blutergess Sifter No. 2
2—Colton No. 3 Toggle Presses
3—Stokes Steam Water Stills, 5, 10, 25 gal. per hour

We buy and sell from a Single Item to a Complete Plant

CONSOLIDATED PRODUCTS CO., INC.

20-21 Park Row, New York, N. Y. Shops: 335 Doremus Ave., Newark, N. J.

---

3 NEW WHITE SACHET FILLERS

KEW BEE KUT

Made in fine ground wood powder — NEUTRAL COLOR.
Fine ground aromatic red cedar powder.
Also finely ground mineral dust.
Highly absorbent, retains scent.
Above grades now being used in the cosmetic industry.
Always uniform — prompt shipment — no priorities needed.
Sawdust for other purposes—special fine and coarse grades.
Ask for samples.

Cosmetic Materials Division

NATIONAL SAWDUST CO., INC.

78 North 6th Street Brooklyn 11, N. Y.

Model #2—TH

With

Mikro-Pulverizer

You Get the Grind You Specify

In pulverizing, granulating, or dispersing—whether your material requires percolation or solvent extraction, a uniform superfine or granular grind—the MIKRO-PULVERIZER's mechanical mesh control assures you closer particle-size control in any grind specified.

Comparisons with ordinary milling methods prove that MIKRO-PULVERIZER efficiency often saves you *more than half* the processing time—more than half the power.

With MIKRO-PULVERIZER you get a uniformly processed cosmetic, drug or pharmaceutical chemical in *the grind you specify*—in one dependable, dustless operation!

The MIKRO-PULVERIZER
blends and pulverizes in one operation!

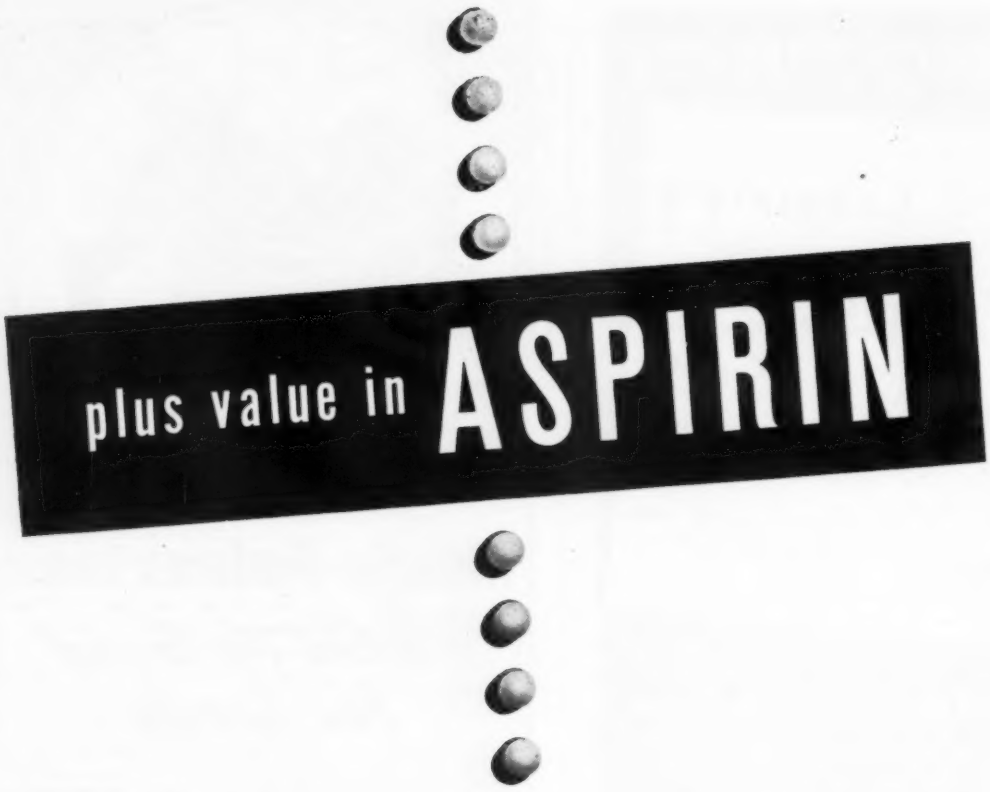
- Eliminates screening
- Keeps atmosphere dust-free
- Reduces cleaning time up to 90%
- Saves power from 25 to 75%
- Requires a minimum of attention of unskilled help — mesh controlled mechanically
- Needs little floor space — no steel or concrete foundations

Free
TEST GRIND!
Just submit a sample of your material to our test grind laboratory. There's no cost nor obligation and all test data are held in strictest confidence.

Informative 32-page catalog showing the complete MIKRO-PULVERIZER line sent FREE on request.

PULVERIZING MACHINERY COMPANY
22 Chatham Road
Summit, New Jersey

Mikro-Pulverizer



When Monsanto is your regular supplier of acetyl salicylic acid, you get *more* than just aspirin.

You get *dependable quality*, the result of planned research, strict plant control and constant laboratory checking.

You get *service that you can rely upon*, for it has been a long-standing policy of Monsanto representatives to make only promises that can be kept.

Why not place your next order with Monsanto?

MONSANTO CHEMICAL COMPANY, Organic Chemicals Division, 1700 South Second Street, St. Louis 4, Missouri. District Offices: New York, Chicago, Boston, Detroit, Charlotte, Birmingham, Los Angeles, San Francisco, Seattle, Montreal, Toronto.

ACETYL SALICYLIC ACID, U.S.P.

Standard Forms: 20-mesh crystals, 40-mesh crystals, 80-mesh powder.

ACETYL SALICYLIC ACID, Starch Granulations

Standard Forms: 10%, 12-50 mesh, white; 16%, 12-50 mesh, white; 20%, 12-50 mesh, white; 10%, 12-50 mesh, pink; 10%, 12-50 mesh, green. *Specifications:* (Made with Acetyl Salicylic Acid U.S.P.) White, pink or green granules. Assay: starch granulation 10%, 90.0% min. — 91.0% max.; starch granulation 16%, 84.0% min. — 85.0% max.; starch granulation 20%, 80.0% min. — 81.0% max. Free salicylic acid conforms to U. S. P. test on Acetyl Salicylic Acid.

MONSANTO CHEMICALS
SERVING INDUSTRY...WHICH SERVES MANKIND

ADVANCING THERAPY

Continued Studies on Promin

A little over two years ago, H. C. Hinshaw, K. H. Pfuetz and W. H. Feldman published a preliminary report on their experiences with promin, a diaminodiphenylsulfone derivative, in the treatment of tuberculosis. In their recent report in the *American Review of Tuberculosis* (50:52, 1944), these investigators expressed the opinion that their observations were sufficiently encouraging to justify controlled studies on a large scale. They found that exudative lesions of recent origin appear to be more promising types for chemotherapy than those with caseation, necrosis, cavitation and fibrosis. The toxic manifestations of promin and related drugs are to be constantly reckoned with but are measurable, reversible and controllable and do not appear to have an adverse effect on the clinical course of tuberculosis. Anemia of considerable degree does not appear to hinder the healing process in tuberculosis. A few patients of this series made striking and consistent gains during a time when the hemoglobin content of their blood, as a result of chemotherapy, was constantly less than 10 Gm. per hundred cubic centimeters.

In this paper, Hinshaw and his associates direct attention to the possibilities of promin in the treatment of leprosy, a condition caused by organisms closely akin to those responsible for tuberculosis.

Starch Sponges as Surgical Dressings

In proposing the use of starch sponges as internal surgical dressings absorbable by the body, C. W. Bice, M. M. MacMasters and G. E. Hilbert (*Science* 100:227, 1944) point out that such dressings would be of considerable value. Saturated with a medicament and placed in an incision or a deep wound, the sponge would be slowly dissolved and absorbed by the body with gradual release of the medicament.

As a result of their experimental work, they found that suitable starch sponges are quickly and easily prepared, the following procedure being recommended: A 5 per cent suspension of purified corn starch is pasted by heating and then sterilized by heating in an autoclave for 15-20 minutes at 15 pounds pressure per square inch. The autoclave paste is then placed in shallow pans or other suitable containers and slowly frozen, preferably at a temperature just below 0° C. When freezing is complete, the paste is removed from the freezer and allowed to thaw. The resulting spongy mass may be cut to the requisite sizes and shapes. Sponges with different textures may be prepared by varying the pasting and freezing conditions and the kind and concentration of the starch used. Sterile sponges are prepared by autoclaving and maintaining aseptic technic or the final product may be immersed in 70 per cent alcohol.

Starch sponges are highly absorbent and there are several methods by which medicinals, such as penicillin, sulfa drugs or the like may be introduced into a starch sponge. For example, the sponges may be squeezed nearly dry and dipping into the solution. If desired, they may be filled with medicament, dried, and remoistened just prior to use.

Fibrin Foam as a Hemostate

Writing in the *Journal of Neurosurgery* (1:171, 1944), F. D. Ingraham, O. T. Bailey and F. E. Nulsen show that in the fractionation of human blood plasma, large quantities of fibrinogen and thrombin become available. A substance called "fibrin foam" has been prepared from these materials; the product being composed of a porous mass of fibrillar fibrin with microscopic air spaces. When the foam is moistened, fluid rapidly enters the air spaces. It then becomes rubbery and shrinks to a certain extent. If the moistening agent is a solution of human thrombin, the foam becomes an effective hemostatic agent. While the fibrin foam and thrombin may be used in many forms of surgery, the authors' experiences are limited to neurosurgery. In this field it has proved the most satisfactory hemostatic agent available. For use in the operating room two bottles are provided. One contains sterile fibrin foam and the other thrombin in the dry state. Thrombin is dissolved in 30 cc. of sterile isotonic solution of sodium chloride. Pieces of the fibrin foam are then placed in the thrombin solution, after which the material is ready for use. For application to bleeding surfaces a piece of appropriate size is cut and held firmly against the tissue. This is usually best accomplished by covering it with a cotton pattie and applying suction for a moment. When the pattie is removed, the fibrin foam remains adherent to the tissue surface. It was found that fibrin foam with thrombin promptly controls bleeding from oozing surfaces, from large veins and from dural sinuses. The usefulness of fibrin foam is enhanced by the fact that it may be molded to the contour of the bleeding surface before or after application, that it retains that contour after pressure is released and that it adheres quickly and permanently to the bleeding surface.

Sulfonamides in Tonsillitis

In reporting on the treatment of tonsillitis with small doses of sulfonamides, E. D. Fries (*J.A.M.A.* 126:93, 1944) points out that from the medical point of view, chemotherapy would be desirable because of the possibility that such complications as peritonsillar abscess and such sequelae of tonsillitis as nephritis and rheumatic fever might be prevented or at least minimized.

From his own investigations, Fries found that the administration of small doses of sulfonamides appreciably shortens the course of acute follicular tonsillitis and minimizes the complication of peritonsillar abscess. Small doses (500 mg. per day) of sulfadiazine administered by mouth in tablet form are as effective as the local application of sulfonamides to the tonsillar area in the form of a powder spray. The ease of administration makes the systemic route the ideal therapeutic procedure. There were no toxic or sensitization reactions observed in any of the 305 patients receiving sulfonamides in the doses given.

LANOLINE

Anhydrous U. S. P. Hydrous

specify ROWAG *quality*

For better creams and ointments

BEESWAX
White U.S.P. Yellow

ALCOLAN
Absorption Base

ROBINSON WAGNER CO.
MANUFACTURERS AND REFINERS
110 East 42nd Street New York 17, N. Y.

HUISKING

DRUGS IMPORTS EXPORTS CHEMICALS PHARMACEUTICALS OILS VITAMINS

MENTHOL CRYSTALS U.S.P.
for prompt and future shipment
HYOSCINE (Scopolamine) HYDROBROMIDE U.S.P.
now available for prompt delivery
ARECOLINE HYDROBROMIDE, N.F.
SULFA DRUGS
CAMPHOR U.S.P. Du Pont
Powder — Tablets
SULFUR PRECIP., U.S.P.
Sylvania Brand
OIL CAMPHOR WHITE SYNTHETIC
LYCOPODIUM U.S.P.
PAPAIN
SPERMACETI U.S.P.
HAARLEM OIL

BUYING & SELLING AGENTS

CHAS. L. HUISKING & CO., INC.
155 VARICK STREET, NEW YORK 13, N. Y.
Chicago Office
561 E. Illinois St.
Cable Address
HUISKING, NEW YORK
LONDON AGENTS: Wheeler & Huisking, Ltd., 26 Great Tower St., London, E.C.3, England

---

RELIABLE SINCE 1872

P.D.

PEDER DEVOLD
COD LIVER OIL
U.S.P.

PURE • IMPORTED • TESTED • STANDARDIZED

"THE CHOICE OF CAREFUL BOTTLERS"

Available for prompt and later shipment.
In all Potencies—Standard, High Potent, Special.
In any required packing.
In one gallon to carload quantities.
All oils vitamin-tested here; fully guaranteed.
Let us quote you now on your immediate or seasonal requirements.

IMPORT EXPORT

PEDER DEVOLD OIL COMPANY, INC.
155 VARICK STREET, NEW YORK 13, N. Y.
Cable Address: VITAMINE, NEW YORK All Standard Codes

SANTONIN
MEETING REQUIREMENTS OF ALL INTERNATIONAL PHARMACOPOEIAS
ALKALOIDS OF AMERICAN MANUFACTURE
SANTONINE COMPANY OF AMERICA

Nicotinic Acid for Urticaria

According to D. C. Chambers and H. S. Bernton (*J. Allergy* 15:141, 1944) in several selected cases of giant hives, nicotinic acid was administered in 20 mg. doses once, twice or three times daily. Gradual improvement was noted with reduction of the swelling and itching and complete clearing of the skin in periods of from one to three weeks. When a 20-mg. tablet of nicotinic acid was given twice daily with meals, and calcium lactate, 5 grains, was given three times daily with meals, marked improvement was noted in 24 to 48 hours with complete clearing of the skin in three to four days. After the attack subsided nicotinic acid was reduced to one 20-mg. tablet daily for about 10 days, then every second day for a month, and then discontinued. The nicotinic acid was given with meals to avoid the flushing and tingling of the skin that sometimes follow if the drug is taken in the postdigestive state. Several patients remained free of urticaria for a year or longer. An asthmatic condition in one patient also improved under this therapy.

Pyrethrum for Pediculosis

Because of the difficulties in the preparation of ointments and lotions on the battlefield and because of the sensitivity of some soldiers to mercurial preparations, M. Voitenko (*Sovet. med.*, through, *Arch. Dermat. & Syph.* 50:127, 1944) tried the use of pyrethrum powder for the treatment of pediculosis pubis (crab lice infestation). The technic of the treatment is simple: About 2 or 3 Gm. of the powder is dusted on the pubic region, the axillas or other places where pediculi are seen. The patient rubs the powder in for three to five minutes, and some of the powder is dusted on the underwear. After five days the patient returns for a check-up.

Eighty per cent of the patients were cured by the first application, and 100 per cent of them were cured by two treatments. There was not a single case of cutaneous irritation from the pyrethrum.

Hormones for Dysmenorrhea

When simpler measures of treatment such as diet, corrective exercise, change of environment and sedation have failed to correct dysmenorrhea (difficult or painful menstruation), B. B. Weinstein (*New Orleans Med. & Surg. J.* 96:396, 1944) employes endocrine therapy. He has found thyroid the most valuable hormone and uses it to the point of clinical tolerance, ignoring the basal metabolic rate. He believes the clinical signs of overdoses are more valuable and observes them carefully. One-fourth to ½ gr. of thyroid 3 times daily was given with good results in some cases. Estrogenic hormone was found to give best results when administered to women with dysmenorrhea associated with uterine hypoplasia. It was given during the first half of the cycle, 2 or 3 times weekly in doses of 25,000 to 50,000 I.U. It is known that estrogens given to women with normal uteri suppress ovulation and cause anovular periods which are painless. Corpus luteum hormone was found to be of value in some cases, relaxing the myometrium and rendering the estrogen-progestin relationship more nearly normal.

Penicillin Fails in Rheumatic Fever

Two reports appearing simultaneously in the *Journal of the American Medical Association* for September 30, 1944, indicate that penicillin is of little or no value in the treatment of acute rheumatic fever; this despite the theory that the disease may be due to a streptococcic organism. In an extensive report on their studies, R. F. Watson, S. Rothbard and H. F. Swift stated that penicillin in doses ranging from 1,975,000 to 3,470,000 Oxford units given over a two week period to 8 young adults with acute rheumatic fever apparently failed to alter the course of their disease.

Shorter, but covering a larger number of cases, is the paper published by F. P. Foster and his associates. Arriving at similar conclusions, they found that a study of the value of penicillin therapy in 38 cases of acute rheumatic fever disclosed no evidence of benefit. Moreover, in some cases it appeared clinically that the course of the disease was aggravated.

Yeast Powder Valuable in Nutrition

Dried yeast furnishes not only vitamins of the B complex, but also a good quality of protein. To administer effective amounts of yeast in preventive and therapeutic treatment, F. J. Stare (*Bull. N.Y. Acad. Med.* 20:237, 1944) has found it convenient to dispense this product in bulk rather than in other forms. Stare noted that 15 Gm. of dried yeast per day were usually successful in preventive treatment; this amounts to about one heaping tablespoonful of brewer's yeast powder. Two or three times this amount was often used in therapeutic doses. Only rarely has the author found individuals who have gastrointestinal distress following ingestion of this quantity of yeast when it is divided into 2 or 3 doses per day. Cold tomato juice is a convenient vehicle for administration. It is believed that one or two heaping tablespoonfuls of dried yeast in a 6 or 8-oz. glass of tomato juice is the most effective and inexpensive type of generally good nutritional therapy. It furnishes significant amounts of vitamin A and C as well as B complex and protein.

Glucostreptocide for Chancre

The *Pharmaceutical Journal* (153: 89, 1944) has presented an abstract of a report by A. P. Lubinia of the First Moscow Institute on the use of a new sulfa compound in the treatment of soft chancre. Called "Glucostreptocide," the new product is prepared by condensing glucose with sulfanilamide.

Tried on white mice, this preparation was much less toxic than sulfanilamide, the ratio was about 1:4, a feature which has substantial significance in the saturation type of anti-bacterial therapy. Thirty cases were treated; 23 men and 7 women, the ages ranging from 18 to 46. The dosage was fixed at twice the ordinary dose of sulfanilamide—the molecular weights of glucose and sulfanilamide are almost equal. The first group of 7 cases received 6 gm. daily, the second group (16 cases) 3 gm., and the third group (1.5 gm.) daily. In the first group it was given every six hours and in the other two groups, every three hours after admittance. No toxic effects were observed; the optimum dosage was found to be 6 gm. daily and cases with bubo and balanitis cleared up without surgical interference.

Sulfa Drugs in Teeth Extractions

Basing his opinions on the results observed in a total of 1,340 teeth extractions (467 extractions being used as controls), L. Weiner in the *Journal of the American Dental Association* (31:1358, 1944) has come to the conclusion that the use of either sulfanilamide or sulfathiazole prophylactically is of definite value in the prevention of postoperative infection in the extraction wound. Nonetheless, he stresses that the use of these drugs prophylactically should not be routine. Rather, he feels, the use of these agents should be based on the area of the operation, the type of extraction, the amount of trauma, the systemic condition of the patient and the degree of infection present before the operation.

The Fragrance of Genuine Old Fashioned Lavender

REPRODUCED IN THE MM&R LABORATORIES

"Lavender Girl" from an original "Cries of London" engraving, 1804

IMITATION *Lavender Oil No. 30 M M & R*

A product so lavender-like in character, it has won the broadest acceptance on its rare excellence. • It may be used as a replacement for Oil Lavender Flowers USP except in official preparations. • Also available in officially approved denaturing grade for denaturing alcohol. • Testing sample on request.

MAGNUS, MABEE & REYNARD, INC.

SINCE 1895 . . . ONE OF THE WORLD'S GREATEST SUPPLIERS OF ESSENTIAL OILS

16 DESBROSSES STREET, NEW YORK CITY • 221 NORTH LA SALLE STREET, CHICAGO

How's Your Trade-Mark?

(*Continued from page 585*)

like mark is to be impressed, it is obvious that the proposed mark must not be too intricate in design, or too long to be applied in legible size.

This, therefore, dispenses with the questions of 1 to 8 of the Chart, all of which deal with the more aesthetic elements of the proposed trade-mark. Questions 9 and 10 are of the utmost importance, with question 10 as the most vital factor of all.

To be registrable at the Patent Office and to be capable of being sustained in Court, a trade-mark must be distinctive with respect to similar trade-marks for similar classes of goods. It must also be other than descriptive of the goods to which it pertains.

There are also other minor provisions as to registration which can be readily obtained from the competent patent counsel with respect to a prospective mark finally submitted to him which need not interfere with us here.

A decision as to distinctiveness with respect to existing trade-marks is not always easy to make. For example, in the case of John Hudson Moore, Inc. v. Magitex Company, Incorporated, (Opposition No. 22,393, decision of July 5, 1944 before Frazer, First Assistant Commissioner of Patents) Moore was successful in defeating registration of a trade-mark "Huntsman" for after shave lotions to Magitex, in view of Moore's prior registration of "Sportsman" for the same goods. It was held that, while the words "Huntsman" and "Sportsman" differ in appearance and sound, the expressions were of identical significance and since the merchandise of the two parties was identical, there was likelihood of confusion.

Similarly, it was held that "Photo-Genic" was confusingly similar to "Photo-Finish" due to the emphasis likely to be placed on the word "Photo" and the fact that the goods, namely face powder, were the same, and some likelihood of confusion existed, which should be resolved against the newcomer in the field.—(Elmo Sales Corporation v. Elizabeth Kent Inc., Opposition No. 22383, decision of July 26, 1944, 166 Ms Dec 556; Frazer, First A.C.)

However, in another case, it was held that "Betascorbate" was not confusingly similar to "B-Scorbic" for substantially similar medicinal goods.—(The Maltine Company v. The Upjohn Company. Opposition No. 19637, decision November 27, 1941; Frazer, First A.C.)

While sometimes in cases which appear on the borderline it is desirable to make application for registration, in most cases of that nature when such possible conflict is found by searching the proposed mark, it is usually wise to look around for a mark more clear and unimpeded. This is so because should two trademarks exist which are somewhat confusingly similar, one of the parties involved may lose in sales and thus in advertising costs to the other party's gain.

The question of descriptiveness is equally not easily answered. From the advertising and sales point of view, a good mark may be one which is subtly descriptive of some facet of the product, such as its appearance or its result.

The difficulty of formulating such a mark is actually to avoid a direct description of the product, its use, or its advantages, and conversely to avoid misdescriptiveness which is an equal bar to registration. But the ultimate results achieved by creating a mental picture in the mind of the consumer of a property of the product by a cleverly selected mark of this nature is well worth the effort, as is evidenced by the many famous trademarks on the market today having some subtle suggestiveness in their composition.

The words "Cool Flame" was held descriptive with respect to a trade-mark application for lipstick, since each separate word had a well recognized significance with respect to color, so that registration was refused for those two words as a trade-mark.—(Lehn and Fink Products Corporation v. Drezma Inc., Opposition No. 19887, decision of May 5, 1942; Frazer, First A.C.)

Also "Golden Whip" was deemed descriptive of a preparation of egg yolks, modified milk proteins, etc., for making an ice cream mixture, since the color of the powder sold was light yellow, and the word "Whip" was apparently descriptive of its "character or quality." —(Ex parte Whitson Products Co., Inc., Ser. No. 443,901, decision May 1, 1942; Frazer, First A.C.)

However, on the other side of the fence, the trademark "Safe T Stack" was held as nondescriptive of filing cabinets, since while the question was admittedly close, the mark seemed nothing more than highly suggestive of a possible characteristic of such goods.—(Ex parte The Steel Storage File Company, Ser. No. 412,312, decision of September 16, 1944; Frazer, First A.C.)

Also, "Modern Women" was held to be not a descriptive magazine title, but merely suggestive of the nature of the contents of the magazine.—(Ex parte George M. Wessels, Ser. No. 448,594, decision of November 24, 1943; Frazer, First A.C.)

Working with this chart, it is possible to remove most of your trade-mark headaches and, by the same token, improve your trade-marks. The next time this problem arises why not give it a chance?

Suggestions from all departments or persons who should have some say in the birth of the brainchild should first be discussed over a conference table. From this a limited list of approved ideas generally satisfactory to all parties can be submitted to your patent attorney for a search on all similar marks which might conflict. With these results before your conference the chart can be positively used to give advantage to the best of the suggested marks.

Perhaps, on its face, it may sound like a lot of work, but the results will justify the effort not only by producing stable, sure-fire trade-marks which can be easily promoted, but also by avoiding legal entanglements with other parties having similar prior registrations.

Remember that your trade-marks are the gag lines in your sales talks, so make them good.

Oil of Guaiac Wood

Oil of Guaiac Wood is derived from the Bulnesia Sarmienti tree, also known as *Palo santo* (holy wood), yielding from 4 to 8 per cent of semi-solid Guaiac Wood Oil. It has also been called champaca wood oil but it is believed that is a misnomer. The main source for this material is Paraguay and the provinces of Oran and Grande Chaco in the Argentine. Guaiac Wood Oil has a faint rosy odor and often is used in adulteration of rose oil but its main use in perfume materials is for its fixative value. In the writer's opinion it is one of the best fixatives available to the perfumer and considerable quantities can be used without affecting the principal odor note. Although more expensive than many of the gums and oleoresins it is an ideal fixative for perfume odors in soap and many of the finest scented soaps today contain this ingredient which makes the odor more lasting and permanent. In prefixing scents in talc and face powder it has been found that the perfume lingers much longer when this oil is used.

It has also found a use in artificial rose scents but its greatest value is as a fixative. It would be interesting to speculate whether a valuable new aromatic can be derived by a method such as acidulation of Guaiac Wood Oil. The alcohol guaiol present in considerable quantities has very little odor value but it is strongly possible that its esters may have.

Perfumer's Shelf

Essential Oil of the Lily

Studies of the essential oil of the lily, *Lilium candidum* L. have been published by G. Igolen (*Compt. rend.* 214: 772, 1942 through *Chem. Abstr.* 38:4755, 1944). In this report, it is stated that in the absolute essence of lily flowers there were found such substances as the acetic, palmitic and cinnamic esters of para-cresol, linalool, alpha-terpineol and a primary phenethyl alcohol.

Flavor Factors

An item in the September 16, 1944 issue of *Science News Letter* cites a paper recently given by E. C. Crocker regarding the importance of flavor and flavor-determining factors. According to Crocker, the volatile components in foods are often the ingredients that give interest and character to food flavors, hence control over them should have much practical value. Volatile flavoring substances, he pointed out, are ordinary chemical substances in most respects. They are distinguished by their ability to stimulate appropriately the receptors of smell and taste. They are of many chemical types such as hydrocarbons, alcohols, aldehydes, acids, esters, phenols, amines, and even mercaptans, variously distributed in different kinds of food. Frequently, the volatile flavors are associated with water in the food, and as the water evaporates there is a loss of volatile substance.

Nicaraguan Peru Balsam

According to a note in *Agriculture in the Americas* (4:177, 1944), Germany consumed most of Nicaragua's output of Peru balsam prior to the war. At present, the United States is Nicaragua's principal customer for this product which is used in large quantities as a medicinal and as an ingredient in perfumes. Because of its antiseptic power, this product is in great demand for treating surface wounds. During the past few years shipments on the whole have been stable, although they declined in 1943. Production is entirely for export, and larger amounts would be shipped now if labor were not concentrated in the rubber industry. Annual post-war shipments may average about 35,000 pounds, which amount could undoubtedly be doubled if all available trees were tapped.

Russian Patents

Two Russian patents summarized in *Chemical Abstracts* (38:4964, 1944) may be of interest to perfumers. The first, Russian Patent 58,979, granted to O. M. Kholmer and Z. S. Efirov, describes the production of isosafrole by heating safrole with alcoholic potassium hydroxide, and distillation of the alcohol from the reaction zone.

The second, Russian Patent 55,779, granted to M. A. Yakhilevick, covers an electrolytic process for vanillin. In this method the product of condensation of guaiacol with glyoxalic acid is oxidized electrolytically in an alkaline medium in the presence of cuprous oxide with a copper anode and a wooden diaphragm, at a current density of 0.01 ampere per square centimeter.

Beta-Norborneol and Dinorbornyl Ether

U. S. Patent 2,345,573, granted to H. A. Bruson and assigned to the Resinous Products and Chemical Co., describes a process for obtaining beta-norborneol and dinorbornyl ether. In the sepcified method, a 25 to 50 per cent aqueous sulfuric acid solution is heated to 85°-105° C. with an ethylene-cyclopentadiene adduct; this adduct, which boils at 95°-100° C., being obtained by heating cyclopentadiene with excess ethylene at 190°-200° in an autoclave for six hours. The mixture is stirred and boiled under reflex for five hours. After stratifying into layers, the sulfuric acid layer is drawn off. The hot oil layer is neutralized and filtered. Beta-norborneol distils over at 175°-190° C. and solidifies to a colorless crystalline mass, melting at 260° C. Dinorbornyl ether distils over at 240°-270° C. and crystallizes rapidly.

Oil of Cassia Studies

In a paper published in the Scientific Edition of the *Journal of the American Pharmaceutical Association* (33:298, 1944), R. C. Darlington and B. V. Christensen report the results of the continued investigation of the physical properties and the assay of oil of cassia. Attempts to obtain the leaves and twigs of *Cinnamomum cassia* being unsuccessful, the cassia bark was used as a source of the oil. In addition to two extracted cassia oils, several commercial oils, both redistilled and technical, were used in this study.

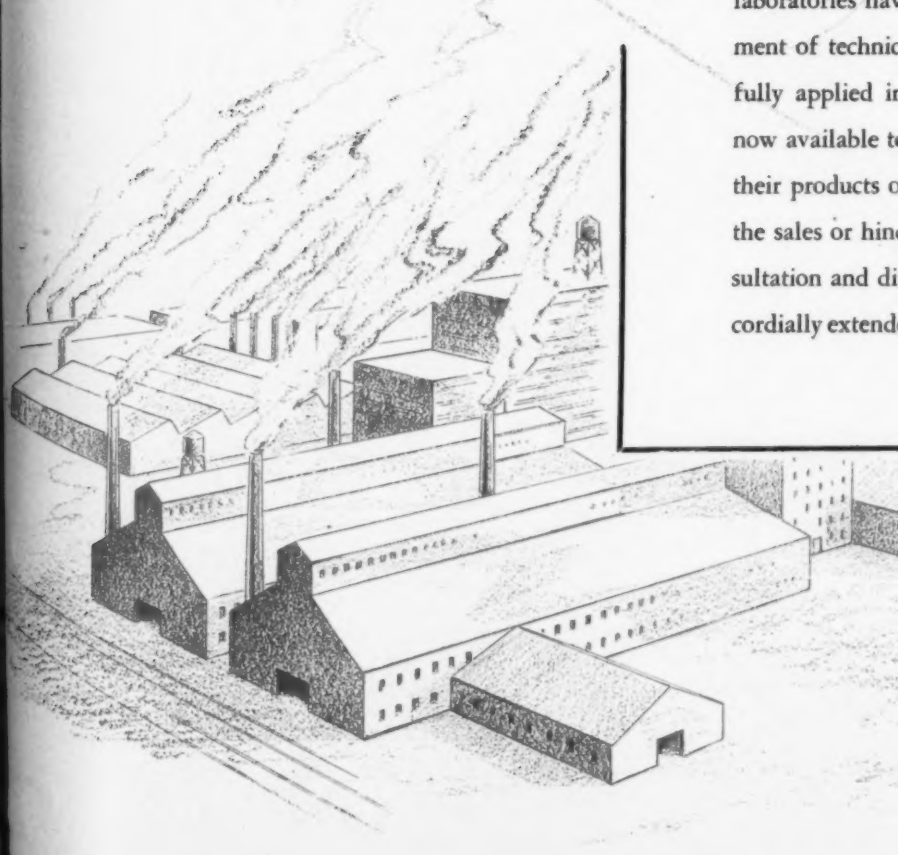
The cassia oil was extracted by dry steam distillation in the Lloyd extractor. Two fractions were obtained, one which separated in the original distillation, and another which was ob-

CONCERNING TECHNICAL ODORANTS for TOMORROW'S INDUSTRIES

AT THE TO

today, stands li
inevitable swing
will be increas
innovation that
or bigger sales.
than ever befor
and deodorizing
Certain highly
and others too
will play increa
to tighten.

In this situation
odor problems
the ability to pr
ities inherent in
laboratories hav
ment of technic
fully applied in
now available t
their products o
the sales or hin
sultation and di
cordially extend

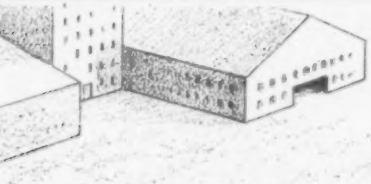


AT THE TOP OF THE SWING . . . The sellers' market, today, stands like a huge pendulum, poised in air, ready to commence its inevitable swing to the opposite extreme. From this time on, competition will be increasingly alert—eager to explore and ready to utilize every innovation that holds promise of better products, more efficient production, or bigger sales. Among the advances destined to receive closer attention than ever before are the many practical applications of aromatic chemicals and deodorizing compounds to the particular needs of various industries. Certain highly specialized fields—plastics, paint, latex, leather, textiles and others too numerous to mention—embrace problems of odor which will play increasingly important roles as tomorrow's competition starts to tighten.

In this situation there is wealth of opportunity, both for those who have odor problems of a technical nature to deal with and for those who have the ability to prescribe and cater to their needs. Anticipating the possibilities inherent in skillful application of our products to such problems, our laboratories have devoted more and more time to the study and development of technical odor specialties, many of which are already being usefully applied in widely separated fields. The results of this work are now available to those interested either in the possibilities of re-odorizing their products or of eliminating unpleasant odor effects that tend to hurt the sales or hinder the progress of their industry. An invitation for consultation and discussion of these problems, either in person or by mail, is cordially extended to all who clearly see the competitive task that lies ahead.

AMONG THOSE who can benefit from the use of available aromatic specialties are the manufacturers and users of such products as:

BATH PRODUCTS
CLEANING FLUIDS and NAPHTHAS
DENTAL SUPPLIES
DISINFECTANTS
DRAWING COMPOUNDS FOR METAL WORK
EMBALMING FLUIDS
FLY SPRAYS
FUEL and LUBRICATING OILS
GLUES and PASTE
HOSPITAL DEODORANTS
HOUSEHOLD SPRAYS
INSECTICIDES
JANITORS' SUPPLIES
LABORATORY SUPPLIES
LATEX
LEATHER
LINOLEUM
METAL CLEANING COMPOUNDS
NEOPRENE
OILS and GREASES
PAINTS and LACQUERS
PARA BLOCKS
PENETRATING and CUTTING OILS
PHOTO ENGRAVING SUPPLIES
PLASTICS
PRESSROOM SPECIALTIES
PRINTING INKS
RUBBER
SANITARY SUPPLIES
SOAPS
STARCH
STOCK SPRAYS
SULPHONATED OIL PRODUCTS
TEXTILE CHEMICALS
WAXES . . . and OTHERS



FRITZSCHE BROTHERS, Inc.

PORT AUTHORITY COMMERCE BLDG., 76 NINTH AVENUE, NEW YORK, N. Y.

BRANCH STOCKS

BOSTON CHICAGO) LOS ANGELES ST. LOUIS TORONTO, CANADA MEXICO, D. F.

FACTORIES AT CLIFTON, N. J. AND SEILLANS (VAR) FRANCE

NEW FIELDS FOR PERFUMERS . . . .

THE future holds ample profit for those who plan wisely *now* to meet the unavoidable competition that lies ahead. For the producer of aromatics, there is limitless opportunity in the field of technical odorants as applied to the mounting needs of American industry. Some indication of the diversity and scope of these applications has been attempted in the presentation which appears on this insert's inside page. Look it over . . . it may be of interest to *you*.

PLEASE UNFOLD THE PAGE

STARTING POINT FOR AN IDEA....

DON'T overlook the opportunity of gaining new direction for your creative efforts through the use of one or more of the perfume specialties briefly described on the following page. We offer these interesting materials, not as substitutes for originality, but as stimuli to the creation of attractive new odors. May they serve you as a starting point for at least one profitable idea.

PLEASE TURN THE PAGE.

FRITZSCHE BROTHERS, Inc.

DISTINCTIVE BASE or SUBTLE MODIFIER

THESE dual-purpose Fritzbro Specialties will appeal to the perfumer who is looking for a new foundation odor for his product or who seeks to endow his perfume composition with a higher degree of originality. Samples and more detailed descriptions will be supplied those interested. Please indicate by name the Specialty desired.

AMBREINE . . . An interesting Specialty valued for its fine amber-like character.

AMBRONIA . . . Possessing a soft, warm, amber note, this material provides an ideal base for many French type perfumes.

AURANTIUM . . . An orange blossom-lily effect; very pleasant, stable and long lasting.

CARNATION ALPHA . . . A deep, spicy note useful for straight or modified carnation effects.

CHYPRE #5 . . . Here is a good working base for this popular perfume.

FLEUROLIA . . . A unique floral note which may be used with other odors to produce a more distinctive effect.

FRANKINOL . . . A powerful olibanum character, useful for its deep, balsamic effect.

GREEN FOLIAGE #5 . . . This interesting and useful material imparts a pleasant and refreshing "lift" to the composition.

HELIOTROPE FLEURS CONCRETE . . . An excellent replacement for heliotropin; slighter discoloration and much reduced allergic action.

OPOPANAX . . . Imparts a soft, sweet, pleasantly subdued oriental effect and provides its own fixation.

ORISIA . . . This Specialty gives a fine ionone character suggestive of orris; has a full, deep tonality.

ROSALDEHYDE . . . Possessing a powerful rose leaf character, this material serves as an important ingredient for rose type compositions.

VIRIDIA . . . A green, somewhat flowery note, useful in achieving original and appealing odor effects.

FRITZSCHE BROTHERS, Inc.

PORT AUTHORITY COMMERCE BLDG., 76 NINTH AVENUE, NEW YORK, N. Y.

BRANCH STOCKS

BOSTON CHICAGO LOS ANGELES ST. LOUIS TORONTO, CANADA MEXICO, D. F.

FACTORIES AT CLIFTON, N. J. AND SEILLANS (VAR) FRANCE

tained by cohobation. The oils were dried over anhydrous sodium sulfate and stored in amber-colored bottles. The yield was 1.02%. The specific gravity of the uncohobated-extracted oil was below the specification in the U.S.P. while those of the cohobated and commercial oils were within the limits of the U.S.P. requirement. The refractive indices of the cohobated and uncohobated-extracted oils were not within the limits of the U.S.P. requirement, that of the former being higher and that of the latter being lower. The refractive index of the commercial oil was within the limits of the U.S.P. requirement.

These workers employed a new, simple, rapid and sufficiently accurate procedure, the sulfite-bisulfite method, for determining total aldehydes. Assays for *ortho*-methoxy cinnamic aldehyde were also made. Their findings are summarized in the following table:

Oil Used	*Total Aldehyde, %*	*Ortho-Methoxy Cinnamic Aldehyde, %*
Commercial (U.S.P.)	92	10.98
Commercial (U.S.P.)	84	11.22
Commercial (U.S.P.)	86	10.43
Commercial (technical)	82	12.61
Commercial (technical)	86.5	11.37
Extracted Cassia (cohobated)	95	3.21
Extracted Cassia (cohobated)	92	4.44
Extracted Cassia (uncohobated)	86	4.40

From these data it is apparent that the total aldehyde content of oil of cassia bark may range from 86 per cent in an uncohobated oil to 95 per cent in a cohobated oil. Cohobation produces a higher grade oil in terms of aldehyde content. It is also evident that the percentage by weight of *ortho*-methoxy cinnamic aldehyde in the bark oil is very low. From their results, the authors believe that the percentage of total aldehydes is more of a criterion of the quality of the oil than is the methoxy value. This is not meant as a denial of the value of the methoxy test as an aid in the detection of the adulteration of cassia oil.

Studies on Odor Selection

In the June, 1944 issue of *The Frontier*, a publication of the Armour Research Foundation, F. Aumueller points out that odors and flavors exert profound influences on people, yet despite the great power of scents and tastes to affect and control human psychological reactions, no scientific basis has yet been discovered to systematize them. Chemical reactions produced when infinitesimally minute amounts of odorous or flavorful substances reach the sensitive surfaces of the nose, tongue and throat are apparently responsible for the sensations of smelling and tasting. These reactions necessarily range over the immense variety of chemically different substances causing them and thus elude exact classification. In a remarkable way, the taste buds of the tongue and the sensitive surfaces of the nose, palate and throat supplement each other so that no rigid distinction exists between smell and taste. With few exceptions, the two supplement and reinforce each other to give a sensation so combined that its parts are indistinguishable.

Lacking a more exact method of classification, one must seek the key to odors' effects by trying them on many people. To simplify this task of gathering information, odors can be grouped into categories based on rough similarities. Thus in making a recent survey of the responses of several hundred people to odors, Aumueller classified them into six groups: Flowery, Fruity, Spicy, Resinous, Burnt, and Putrid. While this grouping leaves much to be desired from a scientific point of view, it served the present purpose. Its shortcomings are apparent since it takes no account of the complexity of most odors, obvious differences in power and pungency, and other less apparent characteristics of odorous substances.

In the following tabulation personal reactions to the selected odors are noted in each case as percentages in three categories—like, neutral and dislike—with a minor percentage in each case who did not reply. The table of results suggests the general reactions of people to odors and is based on a sufficient number of tests to be usable in many applications of odors to commercial problems.

Flowery	*Like %*	*Neutral %*	*Dislike %*	*No Reply %*
Rose	85	13	2	0
Violet	77	17	5	1
Jasmine	38	43	13	6
Heliotrope	43	36	16	5
Lavender	55	29	12	4
Lilac	83	12	4	1
Carnation	65	19	13	3
Lily of the Valley	77	17	4	2
Honey	38	48	11	3

Fruity	*Like %*	*Neutral %*	*Dislike %*	*No Reply %*
Orange	63	29	7	1
Lemon	52	34	13	1
Pineapple	60	31	8	1
Peach	52	41	6	1
Grape	47	36	16	1
Canteloupe	49	34	15	2
Apple	67	27	4	2
Olive Oil	6	23	70	1
Vinegar	11	33	54	2
Cider	33	38	28	1
Strawberry	68	26	5	1
Raspberry	63	31	5	1

Spicy	*Like %*	*Neutral %*	*Dislike %*	*No Reply %*
Cinnamon	56	33	10	1
Clove	47	30	22	1
Nutmeg	35	36	27	2
Sage	24	42	31	3
Caraway	30	40	28	2
Chocolate	66	27	6	1
Tea	37	44	18	1
Vanilla	62	28	8	2
Wintergreen	67	22	9	2
Peppermint	63	25	11	1
Sarsaparilla	22	50	23	5

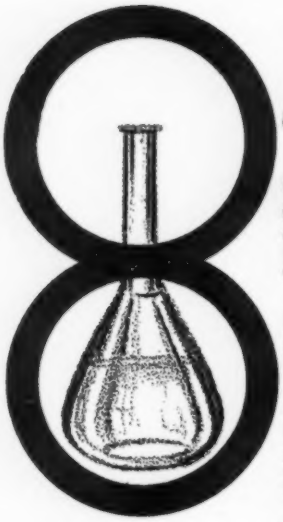
Resinous	*Like %*	*Neutral %*	*Dislike %*	*No Reply %*
Camphor	38	28	34	0
Cedar	73	17	9	1
Balsam	76	15	7	2
Pine	83	13	2	2
Witch Hazel	39	47	12	2
Menthol	43	37	19	1
Turpentine	11	24	63	2

Burnt	*Like %*	*Neutral %*	*Dislike %*	*No Reply %*
Coffee	76	16	7	1
Maple	48	33	18	1
Tobacco	35	28	36	1
Tar	26	21	52	1
Smoked Meats	25	34	40	1

Putrid	*Like %*	*Neutral %*	*Dislike %*	*No Reply %*
Rubber	4	13	81	2
Onion	13	21	66	0
Garlic	1	6	92	1
Sauerkraut	21	25	53	1
Fish	10	19	70	1
Lard	2	18	79	1
Kerosene	7	15	77	1
Gasoline	17	23	59	1
Perspiration	0	1	97	2

A breakdown of the results revealed that women generally show a higher preference for flowery, fruity and spicy odors than men and that men have a slightly greater preference than women for resinous and burnt odors.

A further reclassification of preferences by age groups gave further interesting suggestions. Jasmine and heliotrope, which are rather old-fashioned flowers, have a decided preference among older persons. On the other hand, chocolate is best liked by the youngest age group. Onion and garlic odors are liked best in the oldest group. Interesting to note is a falling off in the preference for the gasoline odor as persons grow older. Evidently the youngest generation, raised with the automobile, has learned to associate the odor of gasoline with good times, hence nearly one out of every four likes it.



8 Reasons Why PLYMOUTH ZINC STEARATE U. S. P. IS BEST FOR DRUGS AND COSMETICS

1 Backed by the longest commercial Stearate manufacturing experience in America . . M. W Parsons offer you this new product as the finest Zinc Stearate that can be made.

2 Years of research have made possible a particularly white product

3. Special production methods . . . developed over more than a quarter of a century . have made it ODORLESS

4 It will not develop offensive odors even if kept for a long period

5. It enables your face powder to retain the same odor that you give it.

6. A smooth, light, fluffy texture has been finally and definitely achieved.

7 Tested independently it shows the following results: ARSENIC (Gutzeit and Spectrographic Test) . . Not Found. LEAD (Spectrographic Determination) . . . 1.7 parts per million.

8. The reputation and record of M. W. Parsons assure you of Uniformity in all shipments.

We also manufacture a superlative grade of PLYMOUTH MAGNESIUM STEARATE

M. W. PARSONS

59 BEEKMAN STREET
NEW YORK, N. Y., U S. A

Imports
and PLYMOUTH ORGANIC LABORATORIES, Inc.

Telephone BEEKMAN 3-3162—3163—3164
Cable Address. PARSONOILS, NEW YORK

A complete line of Cosmetic Raw Materials

EDW. S. BURKE
J. F. HOLLYWOOD

Representing:

CARUS CHEMICAL CO., INC.

BENZOIC ACID
SODIUM BENZOATE
HYDROQUINONE
MANGANESE CARBONATE
MANGANESE DIOXIDE
MANGANESE SULFATE
POTASSIUM PERMANGANATE
RARER PERMANGANATES

BENZOL PRODUCTS CO.

AMINOACETIC ACID (Glycocoll)
AMINOPHYLLINE
BENZOCAINE
CHINIOFON (Yatren)
CHLORBUTANOL
CINCHOPHEN & SALTS
IODOXYQUINOLIN SULPHONIC ACID
NEO CINCHOPHEN
OXYQUINOLIN BENZOATE
OXYQUINOLIN SULPHATE
POTASSIUM OXYQUINOLIN SULPHATE
PHENOBARBITAL & SALTS
TETRA-IODO-PHENOLPHTHALEIN SODIUM
THEOPHYLLINE
DIACETYL
PHENYL ACETIC ACID
BENZALDEHYDE
BENZYL ALCOHOL
BENZYL CHLORIDE
BENZYL CYANIDE
DIETHYL MALONATE
DIMETHYL UREA
CYANOACETAMIDE
CYANO ACETIC ACID
ETHYL CYANO ACETATE
8—HYDROXYQUINOLIN
8—HYDROXYQUINOLIN—5—SULPHONIC ACID

EDW. S. BURKE
Established 1917
132 FRONT STREET - NEW YORK, N. Y.

5106

MYSORE GOVERNMENT
Sandalwood Oil

Distilled from
Santalum Album

INSIST ON ORIGINAL CANS AND CASES

Sole Agents for the United States
In Canada: *Sole Agents*
W. J. BUSH & CO. (*Canada*) Ltd. Montreal

W. J. BUSH & CO.
(Incorporated)
Essential Oils
New York

Chicago — National City, Calif. — Montreal

Since 1927

Creator of distinctive perfumes for the trade.

GUMS

(CRUDE, POWDERED)

Chemicals and Oils

REPRESENTATIVES:

CHICAGO: CLARENCE MORGAN, INC.

BOSTON: P. A. HOUGHTON, INC.

PHILADELPHIA: R. PELTZ & CO.

ST. LOUIS: H. A. BAUMSTARK & CO.

PAUL A. DUNKEL & CO., INCORPORATED

IMPORTERS AND EXPORTERS

1 WALL STREET, NEW YORK, Hanover 2-3750

GUMS:

GUM ARABIC
GUM ARABIC BLEACHED
GUM GHATTI
GUM KARAYA (Indian)
GUM TRAGACANTH
GUM EGYPTIAN
GUM LOCUST (Carob Flour)
QUINCE SEED

★

CASEIN

SPECIALTIES:

MENTHOL (Crystals)
PEPPERMINT OIL
TARTARIC ACID
CREAM OF TARTAR
GLUCOSE (U.S.P.)
COUMARIN

★

EGG ALBUMEN
EGG YOLK
BLOOD ALBUMEN
JAPAN WAX
CANDELILLA WAX

CHICAGO: 919 N. MICHIGAN AVE., TEL. SUP. 2462

Compounder's Corner

Useful Sulfa Preparations

Preparations based on sulfonamides are constantly being developed and improved. Two such products reported in the recent literature are of pertinent interest. One such, a 6 per cent sulfanilamide ointment that is smooth, easy to spread and adheres well, has been employed by Cronkite, Deaver and Dunn (*U. S. Naval Med. Bull.* 42:1407, 1944) on burns, impetigo and around carbuncles to protect the skin. It is made from:

White Wax	**100.0 Gm.**
Anhydrous lanolin	**454.0 Gm.**
Mineral oil	**425.0 cc.**
Water	**425.0 cc.**
Borax	**3.0 Gm.**
Sulfanilamide	**90.0 Gm.**

Melt wax and lanolin, add mineral oil. Dissolve borax in water, add to melted mixture with stirring, boil for fifteen minutes. Add sulfanilamide, continue stirring until homogeneous.

Another is mentioned in a review of the systemic and local treatment following burns by J. L. Larochelle (*Laval Med.* 9:413, 1944). Excellent results are reported with the Montreal General Hospital emulsion and compression bandages; the emulsion being prepared with:

Sulfathiazole	**5.0 per cent**
Triethanolamine	**2.0 per cent**
Distilled water	**24.0 per cent**
Beeswax	**5.0 per cent**
Liquid paraffin	**64.0 per cent**

Vitamin C from Unripe Walnuts

In Russia, according to a note in Science (*100:S-10, Sept. 29, 1944*) *the richest natural source of vitamin C has been found to be in unripe walnuts growing in the great Zakatalsk forests. During a short period in spring and summer, the walnuts and the shells are saturated with the vitamin; ascorbic acid forming 1.5 to 3.0 per cent of the total weight of the nuts. The first experiments on these nuts were made in Azerbaijan before the war and now a large factory has been erected to separate the vitamin.*

The process employed for extracting the ascorbic acid is fairly simple. The nut in which a cut has been made is washed in several waters to remove the soluble vitamin. Temperature control is essential and the raw material must be kept hermetically sealed. The one chief drawback to the use of this product, its unbearably bitter taste, has been overcome by a more recently developed process. Vitamin C thus obtained is now being used in Russian hospitals and in military units.

Wool Fat Derivatives

Methods of treating wool grease for obtaining lanolin, fatty acids, wool wax alcohols, etc., have been described by C. H. Kentgen (*Chem. Zeit.*, October 1940) and his report has been condensed in the July 1944 issue of *S.P.C.* According to Kentgen, it has been found that wool-grease can be saponified by treatment with concentrated aqueous alkali under pressure. Hydrolysis with caustic potash requires a pressure of about 8 atmospheres and with soda 12-14. The dehydrated wool-grease is warmed to about 80° C. and run into an autoclave where it is mixed with caustic alkali of 50° Be. The alkali is added in slight excess over that required for complete saponification. Too great an excess is to be avoided as it renders subsequent treatment difficult.

After charging the autoclave with about 2½ tons of wool-grease and the requisite amount of alkali, superheated water or high-pressure steam is passed through the jacket so that the internal pressure reaches and maintains the required value for 12-16 hours, according to the pressure. At the end of this period the internal steam pressure is carefully let off to 4-5 atmospheres and the product run out from the bottom of the autoclave. The emptying must be completed as quickly as possible as the contents readily solidify and can then be removed only by chiselling. The saponification product is distilled with super-heated steam under high vacuum.

The alcohols are recovered as a dark solid mass, containing a small proportion of soap, carried over mechanically during the distillation. It can be purified by treatment with fullers' earth, charcoal or permanganate or by the method described below. The residue left in the still is run into containers where it is dissolved in water, treated with sulfuric acid and boiled. The fatty acids are separated and subjected to distillation in the same manner as the alcohols.

The alcohols may be separated from soap particles by further distillation or by washing with dilute aqueous methanol or ethanol, which dissolve the soap. The purified alcohols are then suitable for the preparation of ointments and cosmetics. Instead of treating with aqueous methanol or ethanol the alcohols may be emulsified with water, the soap precipitated with calcium chloride, and the insoluble matter freed from water and extracted with acetone as in the preparation of wool-grease.

The following method for the separation of the alcohols and acids gives a high yield of pure materials. The saponification product is run into vessels of water and stirred. The soaps are precipitated with calcium chloride and the alcohols recovered as above. The insoluble lime soaps are decomposed with hydrochloric acid and the fatty acids recovered by distillation. One distillation in high vacuum produces pure, clear and completely saponifiable fatty acids.

Mining Process Adapted to Ergot

Australia's drug industry, says S. C. Saunders in Foreign Commerce Weekly *for August 5, 1944, has gone a long way toward self-sufficiency in providing many drugs and botanicals. Illustrative is the fact that ergot of 99 per cent purity and much higher strength than the British Pharmacopoeia standard was produced to a total of about 4,000 pounds during the 1943-44 season. Ergot is a fungus which grows on rye, but Australian rye is of a particularly clean variety and, therefore, had to be artificially infected. Chemists of the Council of Scientific Research adapted the flotation process, used in mining, to separate the ergot from the rye. Thanks to the effectiveness of this process, almost enough ergot of a superior grade is being derived to meet domestic requirements.*

TEST THIS NEW AND IMPROVED PRODUCT

DOW PROPYLENE GLYCOL, N.F.

IT'S READY TO SERVE YOU WELL

Recently perfected by Dow research, the new Propylene Glycol possesses excellent characteristics of odor and taste. Its purity makes it exceptionally well suited to use in many products taken orally—and to a variety of other formulations requiring high standards. To insure the same high state of product purity on arrival as when it leaves the manufacturer, Dow has developed a new, distinctive container—resin-lined to eliminate contact with metal. Propylene Glycol is a clear, colorless, viscous liquid with a faintly sweet odor and taste. It is miscible with a wide range of solvents: water, chloroform, acetone, alcohol, and many other organic liquids; and it acts as a mutual solvent for oil-soluble and water-soluble materials. The new Dow Propylene Glycol is ready to serve, and serve well, the manufacturer who can reap the benefits afforded by its unique properties as a combination preservative, flavor extender, plasticizer, and hygroscopic, softening and moistening agent.

TO THE PHARMACEUTICAL MANUFACTURER

Dow Propylene Glycol, N.F., offers many advantages as a solvent and carrier for preparations designed for either internal or topical application—such as vitamin concentrates, elixirs, salves, ointments, and creams.

THE DOW CHEMICAL COMPANY
MIDLAND, MICHIGAN

New York • Boston • Philadelphia • Washington • Cleveland • Detroit • Chicago
St. Louis • Houston • San Francisco • Los Angeles • Seattle

Interesting, Factual Data

Data that may well suggest profitable applications for Dow Propylene Glycol in your business are contained in a special Dow booklet. Physical data, charts and other technical information are also included in this booklet. Dow will be glad to send you a copy.

DOW

CHEMICALS INDISPENSABLE
TO INDUSTRY AND VICTORY

Rose Attar #244
A REPLACEMENT
NOT A SUBSTITUTE
The perfumer who uses Attar of Rose in his compositions will find that Rose Attar #244 faithfully produces the desired note. Here indeed is a triumph of the perfumer's art . . . Another notable achievement in synthesis which contributes to the distinction of Felton Perfumes.
We will be pleased to send you a sample of Rose Attar #244 . . . Trial Ounce . . . $3.00
Felton Chemical Co., Inc.
509 JOHNSON AVE., BROOKLYN, N.Y.
Branches in Boston • Philadelphia • San Francisco • Los Angeles
St. Louis • Chicago • New Orleans • Montreal • Toronto • Mexico City
FELTON
Quality
MANUFACTURERS OF PERFUMES, AROMATIC CHEMICALS, ESSENTIAL OILS AND FLAVORS

Depilatory Paste

According to J. Hojka (through *Chem. Abstr.* 38:4380, 1944), a "first-class" depilatory in paste form may be made from:

Strontium sulfate	**60.0 Gm.**
Wheat starch	**15.0 Gm.**
Pure zinc oxide	**15.0 Gm.**
Lithium carbonate	**8.0 Gm.**
Menthol	**2.0 Gm.**

A layer of the paste one to two mm. thick is left on the skin for from ten to twenty minutes and is then removed with an aqueous solution containing borax, alcohol and perfume.

Pill Excipients

In discussing the importance of the excipient in pills, L. C. Torija (*Mon. farm.* 49:73, 1943) remarks that powdered althea root, acacia and licorice show many disadvantages and are not to be recommended. Tragacanth gum, gelatin and dextrin are useful to a limited degree, while malt extract and yeast extract are considered excellent. He recommends a mixture of:

	Parts
Glucose	**60**
Dextrine	**20**
Starch	**20**

Patch Test Control of Cosmetics

For many years, authorities have urged that new cosmetics be thoroughly tested before being placed on the market. L. Schwartz and S. M. Price of the U. S. Public Health Service do more than merely advise a suitable testing procedure, they go into detail on how it should be done. Writing in the Public Health Reports *(59:546, 1944) they recommend that, before a cosmetic is made generally available, patch tests should be conducted by an experienced dermatologist to determine whether dermatitis is likely to arise from its use. The test should be performed on 200 subjects, using as a control an old formula which has been on the market for several years and which has caused "no unusual number of complaints."*

To perform the test ¼ inch squares of gauze are impregnated with the preparation, completely covered with cellophane and fixed in position on the skin by means of adhesive plaster. The closed patches should remain on for 48 hours, after which the reactions should be read each day for three days in order to observe late reactions. The number of reactions obtained from the new formula should not exceed the number obtained from the old. Ten days after the last reading of the reactions new closed patches of both new and old formulae should be applied on the same 200 subjects and allowed to remain for 48 hours, and the reactions again read each day for three days after removal of the patches. If the number of subjects showing sensitization reactions from the new formula exceeds the number showing sensitization reactions from the old formula, the formula is unsafe.

These tests, it is suggested, will give an idea of the relative skin-irritating and sensitizing properties of the new formula as compared with the old one, but do not give an accurate idea of what may happen under conditions of actual use. Therefore, the following additional tests should be performed: The same 200 people should actually use the old and the new cosmetics each day on opposite sides of the body for a period of four weeks. If no cases of dermatitis result from the new formula it is safe to place on trial sale. If only one case results, then another group of 200 people should be subjected to the actual-use test. If no cases of dermatitis result among these, it is safe to place the cosmetic on trial sale. If more than one case of dermatitis occurs among the first 200 subjects after four weeks of actual use the cosmetic is unsafe.

By trial sale is meant the sale for a period of not less than one month (if no cases of dermatitis are reported before this time) in only one community where between 5000 and 10,000 packages of the cosmetic are to be sold. If no cases of dermatitis are reported during the trial sale then the cosmetic is safe. If cases are report d during the trial sale the manufacturer should employ a competent dermatologist to investigate and determine the actual cause. The continued sale of the cosmetic or its withdrawal from the market should depend on such an investigation. Cosmetics which may contain photo-sensitizing materials such as lipstick and dyes should be tested on uncovered portions of the body.

Excessive Sweating and Body Odor

Considering briefly the nature and function of sweat, an article in *The Chemist and Druggist* (141:497, 1944) points out that when perspiration is excessive in amount (hyperidrosis) or the air is moist and insufficient in volume, the skin itself remains moist. While on the skin the sweat mixes with the fatty secretions of the sebaceous glands and epithelial debris, the mixture forming an ideal medium for bacterial action. As the result, the fatty acids, etc., are decomposed, yielding products that irritate and inflame the skin with, finally, some form of eczema and an unpleasant odor (bromidrosis). No internal treatment seems to have much effect on these conditions, and the main treatment consists in local applications of antiseptics, astringents and deodorants.

As astringents, aluminum salts (sulfate, chloride or aceto-tartrate) are the most effective, but alcohol and tannins are also used. Astringents act by precipitating the skin proteins, thus blocking up the openings of the sweat glands, while the solvent evaporates, cooling the skin and so contracting the blood capillaries. As deodorants and antiseptics, hexamine, chloramine-T, the oxide and peroxide of zinc, and essential oils, are mostly used. Such antiseptics prevent bacterial action, some neutralizing also the fatty acids, others merely masking the unpleasant odor. The following formulas are typical:

(1) Aluminum sulfate	**25**
Orange flower water	**75**

The solution is used by dabbing on the skin or, diluted to 5 per cent with water, for soaking the feet.

(2) Hexamine	**3**
Denatured alcohol	**40**
Orange flower water to	**100**

Hexamine, in contact with acid secretions, is decomposed, liberating formaldehyde, which is antiseptic and astringent. The acid becomes neutralized, and in the neutral medium the hexamine is no longer decomposed; there is thus no danger of irritation from the use of formalin itself.

(3) Zinc peroxide	**10**
Zinc oxide	**20**
Soft paraffin	**70**

A non-aqueous base is necessary with peroxides, to prevent decomposition.

(4) Hexamine	**5**
Diglycol stearate	**20**
Orange flower water	**75**

Melt the stearate and add to the water, both being at about 78° C. When emulsified, add the hexamine dissolved in about 15 of warm water. Stir till cold.

(5) Chloramine-T	**3**
Boric acid	**20**
Talc	**50**
Prepared chalk to	**100**

Powders are easy to make but do not effectively stop the production of perspiration. It is sometimes objected that these preparations, which diminish or stop secretion of sweat, are harmful, but the stoppage over such a small area has no effect on the general health.

LAUTIER FILS

Natural and Aromatic Raw Materials
Essential Oils
for

Perfumery •

Cosmetics •

Soap •

Lautier Fils

INCORPORATED
154-158 WEST 18th STREET NEW YORK 11, N. Y.
Grasse Paris London Beyrouth
MANUFACTURERS OF QUALITY RAW MATERIALS FOR PERFUMERY FOR OVER 100 YEARS

RAW MATERIALS *for the* DRUG & COSMETIC INDUSTRY

TRY THIS SERVICE!
Let Us Mix
Your Private Formulas

LAMEPON K—A soapless and limestable detergent for Textiles, Soaps, Insecticides, Sanitary Cleaners, Laundry Products.

LAMEPON 4C—A foaming and wetting agent of slightly acid reaction for cosmetics

QUADRAFOS—A stable polyphosphate for water conditioning and effective detergency.

For samples and information write to

WELCH, HOLME & CLARK CO., Inc.

563 GREENWICH STREET ESTABLISHED 1838 NEW YORK CITY

PURCHASING DEPARTMENT

Arrival of Essential Oils from France Expected; Large Bergamot Shipment Here Awaiting Distribution

The liberation of the major portion of France from Axis control, and particularly those areas where floral oils are produced, have raised hopes in government circles that these oils may soon again be coming back on the American market. No one knows when to expect the oils to reach these shores, but it should not be too long—unless some hitch develops over the question of prices.

The government hasn't any information on whether the Germans left any of the oils in the country when they retreated. If any surveys have been made they have not yet reached official ears, but even if all supplies were confiscated it will be only a matter of time before new supplies are produced.

A report in the October 14th issue of Foreign Commerce Weekly stresses the point that the harvesting of flower crops in France does not take place at any one time, but rather in various months so that, if the fields have not been destroyed, crops maturing from August onward should become available to the United Nations.

France will require large amounts of the oils and will probably reserve a substantial part of the output for its factories at home and abroad. The United States in the past has been a much larger consumer of these oils than has Great Britain. Before the war the value of the output of the toilet-preparation industry (exclusive of soap) of this country exceeded $500,000,000 annually as compared with about $75,000,000 for that of the United Kingdom.

The quantities of floral and essential oils which the United States would be able to utilize annually are estimated as follows:

	Kilograms
Jasmin	3,000
Neroli	1,000
Rose de Mai	2,000
Mousse de Chene	2,500
Oranger absolute	1,000
Ylang-ylang	25,000
Lavender and Lavandin	50,000
Geranium	50,000
Aspic, anise, badiane, coriandre, cyclamen, estragon, giroflee, jacinthe, jonquille, melisse, myrthe, serpolet, sauge, sclaree, tubereuse, thym, verveine, violette, genet	20,000
Total	154,500

Many of the above-named oils are produced almost exclusively in France, although the French territories in North Africa also furnish neroli and geranium, and Madagascar produces both ylang-ylang and geranium. None of the other non-Axis countries produce these absolutes, concretes, or floral oils, and apart from oil of lavender the United States does not make them.

OCTOBER PRICE CHANGES

UP

Cascara sagrada 2c
Cinnamic alcohol 35c
Dandelion root 10c
Eucalyptus oil 10c
Golden Seal root $1.25
Mercury metal $9
Oleoresin capsicum 40c
ginger 25c
Pennyroyal herb 6c
Rhatany root 3c
Sarsaparilla Mex. 2c
Sassafras bark 2c
Scammony root 2c
Wahoo bark of root 10c
Wild cherry bark Green 4c

DOWN

Aconite root 10c
Arnica flowers 5c
Atrophene sulfate $1
Bois de Rose Braz. 50c
Buckthorn bark 3c
Caraway oil $5
Cedar leaf oil 5c
Geranium oil African 50c
Bourbon 50c
Henbane leaves 30c
Menthol natural $1
Rhubarb root HD 25c
Rosemary oil 5c
Saffron Spanish $9
Ylang ylang oil Bourbon $1.50

• Prices quoted in this section were current on the first of this month.

Bergamot Oil Arrives

The dearth of Italian oil of bergamot on the domestic market is on the way to immediate correction. The Foreign Economic Administration reported October 12th that a shipment of approximately 90,000 pounds has arrived in this country and steps are being taken for its early distribution to the trade. This amount of bergamot oil is the equivalent of a year's supply.

The ship that brought the bergamot oil also brought in 1,484 cases of lemon oil from Sicily and 20 cases of orange oil. The lemon oil will be turned over to the War Food Administration for distribution as in the case of the previous arrival of 100,000 pounds, but there were indications that none of this new arrival would get into private trade. It is reported that the Army has informed the WFA that it wants the entire amount in the shipment to fill its own needs.

Wormseed Ceiling Set

The ceiling price for producers' sale of oil of wormseed has been established at $4.50 a pound by the Office of Price Ad-

(*Continued on page 607*)

THIOGLYCOLIC ACID

$HS - CH_2 - COOH$

Chemical Analysis and Odor Point to High Quality

For use in **1. Hair waving preparations**
2. Depilatories
3. Synthesis of dyestuffs and pharmaceuticals
4. Iron analysis

Available in bottles of 100 Gm., 500 Gm., and 1 kg., and in carboys for bulk shipment (approx. 120 lb.). Specify desired concentration. Inquiries for special salts will receive prompt attention.

SAMPLES AVAILABLE

•

Special Chemicals Division

WINTHROP CHEMICAL COMPANY, INC.

170 Varick Street • New York 13, N. Y.

ISOPROPYL ALCOHOL AVAILABLE FOR:

SHAMPOOS: Isopropyl Alcohol aids in cleaning hair and scalp thoroughly and in leaving hair soft and lustrous.

HAIR AND SCALP PREPARATIONS: Isopropyl Alcohol as a vehicle for hair and scalp preparations aids the cleansing and antiseptic value of the tonics.

STERILIZING SOLUTIONS: 40% Isopropyl Alcohol will kill dried Bacillus Coli in ¼ minute. 50% Isopropyl Alcohol is equivalent to 70% ethyl alcohol for killing Bacillus streptococcus and staphlococcus.

BODY RUBS: Isopropyl Alcohol evaporates slowly, thereby prolonging the cooling effect when used in body rubs. Isopropyl Alcohol has no denaturants.

FACE AND HAND LOTIONS: Isopropyl Alcohol evaporates slowly, has little tendency to dry the skin, and aids in keeping the skin soft.

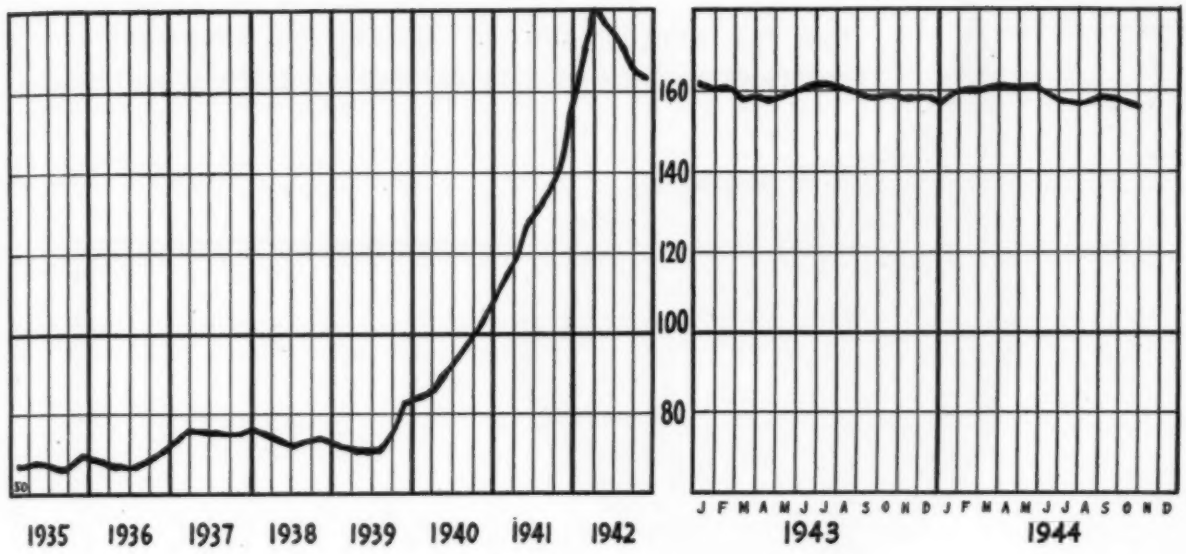
AFTER SHAVE LOTION: Isopropyl Alcohol is excellent for this product because it aids the after-cooling and skin-freshening qualities of the lotion.

Use 91% Isopropyl Alcohol and Release War Materials

STANDARD ALCOHOL COMPANY

26 BROADWAY • NEW YORK, N. Y.

50 Raw Materials—Weighted Price Index. 1926=100.



The price index of fifty commodities for October declined from 156.5 to 155.1.

No Shortage of Glycerin Expected in Near Future; More Lanolin Likely for Trade Use

For the time being there does not appear to be any indications of a shortage of glycerin, but the trade generally believes there is a tremendous potential demand for material to be used abroad as additional European countries are liberated. Sudden purchases for Lend-Lease might easily bring about a change in the over-all picture in so far as the domestic market is concerned.

A report by the Bureau of the Census shows that glycerin production amounted to 17,598,000 pounds of absolute glycerol, as compared with 13,244,000 pounds in the previous month, July. Total factory and warehouse stocks at the end of August amounted to 94,628,000 pounds in contrast to 92,035,000 pounds at the close of July. Since stocks increased by only about 2,500,000 pounds, as against a rise in production of nearly 4,500,000 pounds, it is generally believed that consumption is about catching up with production.

Lanolin Allocation

War Food Administration Officials hope to be able to allocate 75,000 pounds of lanolin for cosmetic use during November and December, it was reported from Washington.

If this hope is realized it will mean a partial restoration of the "lanolin balance" which has been upset by increased military demands. WFA allocated 75,000 pounds to refiners and distributors for distribution to cosmetic manufacturers during October and November. None was allocated in September, but prior to that there had been allocations of 150,000 pounds for three separate 60 day periods.

If the hoped for November/December allocation is achieved it will be in addition to that which has already been allocated for October/November.

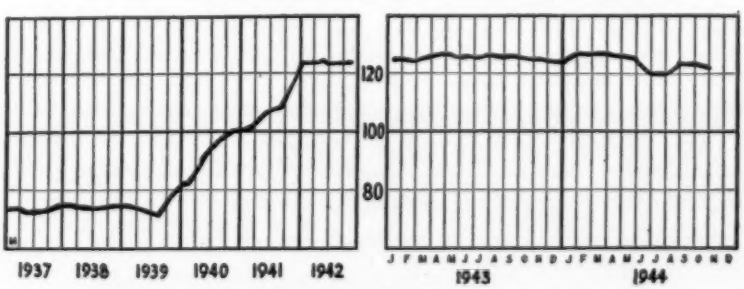
Menthol Competitive

Menthol continues to be an item of considerable interest. It is believed the article will be much lower in price next year on the basis of promises of a much larger crop in Brazil. Since the spot market is already showing an easier tendency, the contention of a lower market in futures seems logical. Late reports from the primary center, however, state that the mint crop has been suffering from dry weather and that there is a possibility of some farmers switching back from mint to cotton.

Regardless of price, menthol is now available for immediate delivery, whereas last year, as the result of the war which cut off imports from the Far East, this market was entirely bare of material. A declining market, however, cannot be expected to encourage production in Brazil.

It is interesting to note here that racemic menthol, a synthetic form of material, has been recognized by the

15 Medicinal Chemicals—Weighted Price Index 1926=100.



The medicinal chemicals index declined from 127.3 to 126.0.

YOU CAN DEPEND NOW AS ALWAYS ON SHERWOOD'S
CONSISTENTLY HIGH QUALITY AND PERSONALIZED ATTENTION

white oils
petrolatums
ceresines, white and yellow

SHERWOOD REFINING COMPANY, INC.
THE REFINERY OF CONTROLLED SPECIALIZATION
ENGLEWOOD, N. J. Refinery: — WARREN, PA.

We Offer the Following From Stock

ALOES, Curacao and Cape
ALTHEA ROOT
ANISE SEED
BALSAM COPAIBA
BALSAM PERU
BALSAM TOLU
BELLADONNA Leaves and Root
BOLDO LEAVES
BORRAGE FLOWERS
BUCHU LEAVES
CARAWAY SEED
CELERY SEED
CHAMOMILE FLOWERS
CHAULMOOGRA OIL
CLOVES, Zanzibar
COCILLANA BARK
COLOCYNTH PULP
COLOMBO ROOT
CORIANDER OIL AND SEED
CUMIN SEED
DANDELION ROOT
DILL SEED, Indian
ERGOT OF RYE
FENNEL SEED, Indian
FOENUGREEK SEED
GENTIAN ROOT
GINGER, Jamaica Calicut
GRAINS OF PARADISE
GUM ARABIC AMBER SORTS
GUM KARAYA
HELLEBORE ROOT WHITE
HERBA HERNIARIAE
HERBE MENTHE
HOREHOUND HERB
IRISH MOSS
JUNIPER BERRIES
KAMALA POWDER
LAUREL LEAVES
LAVENDER FLOWERS
LINDEN FLOWERS, with Leaves
MAHUANG, Chinese
MARJORAM LEAVES
NUX VOMICA
OAK MOSS
ORANGE OIL, Sweet
ORRIS ROOT
PEPPERMINT OIL
PIMENTO, Jamaica
POPPY SEED, Indian
PSYLLIUM SEED AND HUSKS
QUINCE SEED
RHUBARB ROOT
ROSEMARY LEAVES
ROSEMARY OIL
SAGE LEAVES
SARSAPARILLA ROOT
SAVIN OIL
SAVORY
SENNA LEAVES AND PODS
SESAME SEED, Hulled and Natural
STRAMONIUM LEAVES
STROPHANTUS SEED
THYME LEAVES & OIL
UVA URSA LEAVES
VALERIAN ROOT

AMINOPHYLLINE
BARBITAL
COD LIVER OIL, Medicinal and Poultry Grades
EHPEDRINE SALTS
GUM CAMPHOR, Japanese and Domestic
ICHTHAMMOL, N.F.
STRYCHNINE SULFATE
VITAMIN PRODUCTS
WAX, JAPAN

• Other Imports Arriving Daily. • We Offer a Complete Line of Pharmaceutical Pills, Tablets, Liquids and Ointments.
• All Orders and Inquiries Given Immediate Attention.

KACHURIN DRUG COMPANY
Manufacturers • *Importers* • *Exporters* • *Distributors*
DRUGS - CHEMICALS - OILS - BOTANICALS
525 West 43rd Street, New York, N. Y.
Telephones: BRyant 9-7400-1-2-3-4 • *Cable Address:* Kachurin, New York • *Codes:* A. B. C. 5th & 6th Edition and Bentley's

U.S.P. revision committee and accepted as the equivalent of the official laevo menthol obtained exclusively from natural sources. Production of racemic menthol is reported as entirely engaged, however, and nothing is available in the open market. Prices at which racemic menthol is being sold range from $8.60 to $9.15 a pound, according to quantity.

Beeswax Production

Annual production of beeswax in French Morocco is about 2,000 tons, according to a report of the Moroccan Society of Horticulture. This beeswax is said to be of the finest quality. Authorities believe that production could be considerably increased.

Allocation

Lithium chemicals may now be used without restriction. You may purchase 30 kilos in each calendar month of acid ascorbic without direct authorization or certification. To obtain bismuth chemicals in excess of 25 pounds during any calendar month you must submit application WPB-2945. Your orders for quantities of either caffeines or theobromines must be accompanied with a certification. Niacin and niacinamide may be obtained to the extent of one kilo during each calendar month without certification. The one kilo is a combined total. Thiamine hydrochloride may be purchased without restrictions up to 2,000 grams.

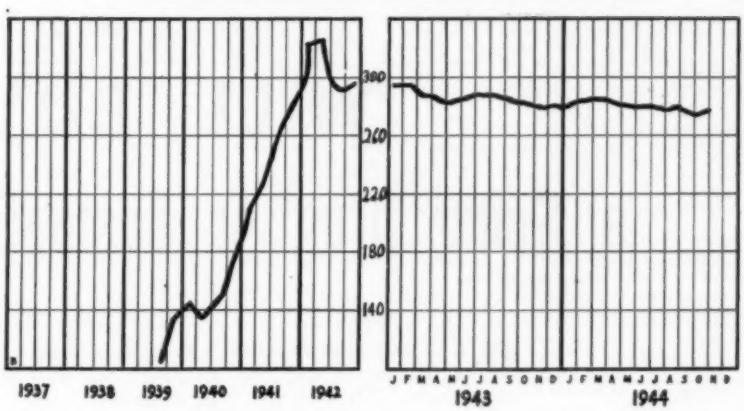
Vitamins Down

Riboflavin USP XII is now offered in 1 gram bottles at 30c per gram, 25 gram bottles 23c per gram, and in 100 gram bottles at $200 per kilo. Thiamine hydrochloride USP XII has also been reduced and is now quoted at 27c per gram in 1 gram bottles, 19c in 50 gram bottles, and 16c per gram in 100 gram bottles. Five hundred gram bottles are quoted at $160 per kilo.

Miscellaneous

Fair quantities of cod liver oil are available to meet the increasing demand that should develop with the advent of the winter season. The situation with regard to tartaric acid appears to be in a more comfortable position with regard to supplies. A few small lots of mercury have appeared on the market at prices ranging from $111 to $113 a flask. There is a big demand for refined camphor. Various prices are quoted on

15 Botanicals—Weighted Price Index. 1926=100.



The botanicals index advanced to 276.2 from the previous 274.7. Cascara advanced to 32 cents; rhubarb dropped to 50 cents.

cream tartar. In one quarter a major supplier is said to be releasing shipments to regular consumers at 58c a pound. There is a quantity of Spanish material said to be offered at 56c to 57c a pound while major producers of domestic material continue to name 58c to 58½c a pound for spot lots.

ESSENTIAL OILS

(*Continued from page 603*)

ministration in an amendment to the essential oils regulation which became effective October 6. The price for sales between dealers is $4.72 a pound, and for dealers' sales to industrial users or drug wholesalers, $5 a pound for quantities over 50 pounds.

Prior to the amendment, producers' sales were exempt from price control, while dealers' prices were frozen under the GMPR at March 1942 prices.

Bois de Rose Down

There is likely to be less demand for bois de rose oil for the manufacture of imitation bergamot in view of the recent large arrival of bergamot oil from Italy, especially in view of the current high prices prevailing on bois de rose and the limited quantities that have recently been offered in the open market. In the early part of 1940 prices on bois de rose ranged from $1.90 to $2 a pound, as against the latest price range of from $4.50 to $4.75.

Peppermint Prices High

With indications pointing to a greater menthol production in Brazil, thus lessening the possibilities of using American peppermint oil for menthol, and shortages of confections containing mint for civilian use, trade factors here are wondering whether it will be possible for farmers to maintain current high prices. Price regulations do not offer much encouragement for dealers and it is believed that there is a fairly large carryover of oil from the last crop.

Cinnamon

Stocks of leaf oil gained to the extent of 14 drums from primary market sources. Since all of this oil went directly into consumption there was no increase in local reserves. Replacement prices were said to be $1.80 per pound. The U. S. P. revision committee now permits the use of cinnamic aldehyde as a replacement for cinnamon oil.

Miscellaneous

Because of the heavy storm damage to the citrus crops in Florida, it is predicted that there will be more fruit available for pressing. Bourbon geranium oil is being offered here at $10 a pound, subject to safe arrival. Not much caraway oil is available and it is strictly a sellers' market within the limits of the GMPR. Clove oil is very firm and available only in limited quantities. The short supply of coriander was reflected in the spot price of $26 a pound with some sources asking $35. Eucalyptus continued very strong. There was some improvement in spot stocks which made possible a market price of $1.10. Replacement cables mentioned $1.31 to $1.33 a pound for lemongrass from the Far East. Reports indicate that domestic requirements have increased greatly.

WILL BUY

a Going Drug or Cosmetic Business

ONE of our clients, with a long and successful experience in drugs, would like to purchase a drug or cosmetic business. This client will consider only popular-priced packaged goods, items that have large potential of over-the-counter consumer sales. The product must already be manufactured and distributed; new, untried "formulas" without a definite sales history are of no interest. Either outright purchase, or management plus profit-sharing arrangement is acceptable.

Write us in full confidence. Give complete details about the history of the products. If there is any interest on the part of our client, an early meeting will be arranged with the principals. FRANKLIN BRUCK ADVERTISING CORP., FRANKLIN BRUCK, President, RKO Bldg., Rockefeller Center, New York 20, N. Y.

CHEMICAL **KESSCO PRODUCTS** SPECIALTIES

PROPYLENE GLYCOL MONO STEARATE

PURE and SELF-EMULSIFYING GRADES

For use in

« COSMETICS » « PHARMACEUTICALS »

« FOODS »

• UNIFORM QUALITY •

• DEFINITE SPECIFICATIONS •

• HIGHEST PURITY •

OTHER PROPYLENE GLYCOL ESTERS ARE ALSO AVAILABLE

For Samples, Specifications etc., WRITE TO

KESSLER CHEMICAL CO., Inc.

STATE RD. and COTTMAN AVE. ESTABLISHED 1921 PHILADELPHIA 35, PA.

CRUDE DRUGS

Based on latest estimates in the market between 130 to 150 tons of vanilla beans have been purchased in the primary center amounting to well over $2,000,000 in value. This is equally as large, if not greater, than the tonnage lost while enroute to this market about a month ago.

Several good sized shipments have been noted from Madagascar over the past two years but the flow of goods from Madagascar to the United States has been irregular at best. The latest purchases at the primary center to replace the beans that had been lost while afloat to the United States have depleted all available lots of prime beans from the last crop, it is said, and new crop prime beans will not be available in Madagascar until sometime in January.

Spot prices on vanilla are at ceilings, $10 a pound for the Bourbon beans; $11 a pound for Mexican whole beans, and $10 for cut Mexican beans. These quotations are, for the most part, largely nominal since the market is virtually bare of supplies with the exception of a few odd lots of Mexican cut beans.

Severe storms in Mexico have, according to reports, affected the coming crop of vanilla beans but the full extent of the damage is not yet known.

Senega Scarce

The exceedingly tight position in senega root is attributed to early purchases in the Northwest for the account of Great Britain. Labor shortage has also influenced the situation with the result that comparatively few offerings are coming through. Spot prices ranged from $1.05 to $1.15 per pound.

Aloes Production

Production of gum aloes is an important activity in the Netherlands West Indies. During the first quarter of the current year some 600 cases were produced with stocks at the end of the period being estimated at about 1,700 cases. Exports to the United States and the United Kingdom, two principal markets, were 800 cases. The current crop outlook is reported as unfavorable because of an absence of sufficient rainfall.

Cascara Collection

Collection of cascara sagrada was from 50 to 60 per cent below normal, but the supply, when considered in connection with stocks held by largest manufacturing consumers, is expected to be sufficient. Should ship building be cut back on Pacific Coast, this would probably increase availability of labor at the next peeling season.

Gums

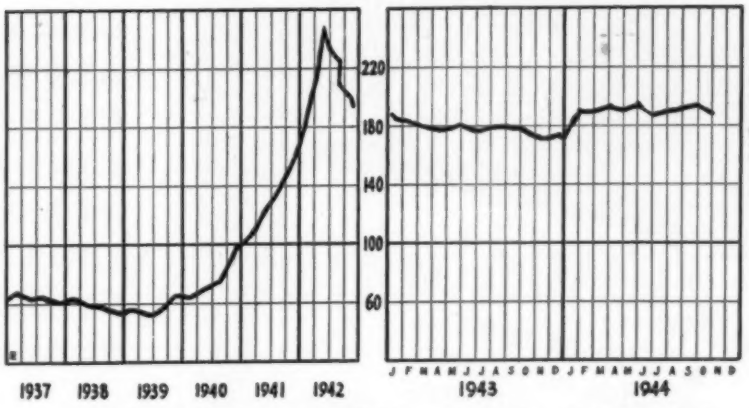
The immediate market on spot for gum arabic was one of easy undertone, limited demand, and considerable competition. Progress of the war in the Far East still leaves liberation of the primary market for Sumatra gum benzoin a considerable distance in the future. Practically nothing remains of the last imports and the present situation is nominal. Allied invasion of Greece brings that much nearer the time when shipments of gum mastic from the primary market might be resumed. No spot goods can be offered except for the possible but occasional appearance of small quantities from consumer stocks viewed as surplus or offered for the sake of high profit. Most factors say a strictly No. 1 ribbon tragacanth is worth and will bring $4.50 per pound.

Miscellaneous

Among the balsams, copaiba is scarce and firm. Canada fir is available at $16 a pound and Oregon shows a further decline ranging from $2.25 to $2.40, per gallon. Gentian root is easier for shipment. Spanish saffron has received a rather severe setback with offerings being noted here at $43 to $45 per pound. Current quotations on sarsaparilla root are nominal, since recent orders have absorbed all available supplies in this market and there is little or nothing available for shipment.

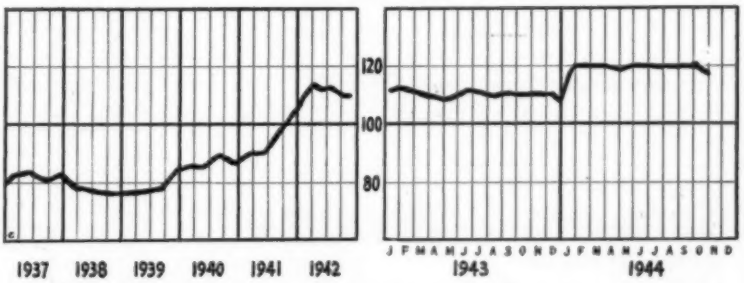
The Government is taking all available lots of ipecac root. Although no further changes have been noted in Mexican botanicals, the situation in sarsaparilla bears close watching since it is understood spot stocks have been considerably reduced and local houses are encountering difficulty in locating offers at the primary center. There is a good supply of Indian rhubarb root here and, because of a restricted demand some holders seem particularly anxious to reduce stocks.

15 Essential Oils—Weighted Price Index. 1926=100.



The essential oils index declined to 173.0 from the previous 176.2. Eucalyptus oil was up 10 cents a pound, but geranium oil dropped sharply to $12.50.

25 Cosmetic Raw Materials—Unweighted Price Index. 1926=100.



The cosmetic raw materials index declined to 108.5 from the previous 113.1. This was occasioned by a sharp drop in menthol to $15.50.

GERANIOL, Abs. & Soap
ALPHA AMYL Cinnamic Ald.
CITRAL C. P.
CINNAMIC ALDEHYDE
PEACH ALDEHYDE
LINALOOL
BERGAMOT, Imit. Extra
YLANG YLANG, Imit. Extra

Samples and quotations on request

GUNNING
GUNNING AND GUNNING
601 WEST 26th ST., NEW YORK 1, N. Y.
AROMATIC CHEMICALS MANUFACTURING DIVISION

FOUNDED T & B 1856

"Look for the Symbol of Standardization"

GUMS

For over 75 years the recognized source of supply

Arabic
Tragacanth
Karaya

All powdered gums standardized by Laboratory Control

THURSTON & BRAIDICH
286 Spring Street New York
Represented in Chicago by A. C. Drury & Co., Inc.

R.W. Greeff & Co. Inc. RWG New York, U.S.A.
INDUSTRIAL AND PHARMACEUTICAL *Chemicals*

ASEPTOFORM

Para Hydroxy Benzoates
(Methyl, Butyl and Propyl)

Effective preservatives
for creams and lotions

R.W. GREEFF & CO.
10 ROCKEFELLER PLAZA NEW YORK CITY
TRIBUNE TOWER CHICAGO, ILL.

NATURAL ABYSSINIAN CIVET

HIGHEST QUALITY IN ORIGINAL HORNS

Samples and quotations on request

J. C. Andresen

132 Nassau St. New York, N. Y.

Phone: BEekman 3-4700

Made from the world's finest crude beeswax.

Chemically tested for quality and purity.

Bleached by sun and air—nature's own method.

BEEHIVE BRAND Beeswax

And because of its superior quality you can use less and still get a finer finished product. Guaranteed pure...guaranteed always the same.

Will & Baumer Candle Co., Inc.

Established 1855

SYRACUSE, NEW YORK

Spermaceti Cerosine Yellow Beeswax

Composition Waxes Red Oil Hydistear

Stearic Acid

DO YOU WANT MORE **FOAM** *IN YOUR*

BUBBLE BATH, SHAMPOO

OR OTHER PRODUCTS?

MIRAPON, THE QUALITY SYNTHETIC DETERGENT IS THE MODERN PRODUCT FOR USE IN YOUR FORMULAS.

- Excellent foaming power even in dilute solutions.
- Clear, sparkling solutions.
- High Wetting properties.
- High Detergency.
- Mild, Non-toxic, Safe.
- Economy in cost.
- Reasonable quantities immediate delivery.

POWDER — LIQUID — GEL

Write today for samples, booklet, prices.

The Miranol Chemical Company, Inc.

16 Melville Place **Irvington 11, N. J.**

MANUFACTURERS OF QUALITY CHEMICALS

Pharmaceuticals

CALCIUM LEVULINATE

Calcium Iodobehenate, U.S.P.

Tannigen U.S.P. • Tannalbin U.S.P.

Calcium Camphosulphonate and other salts

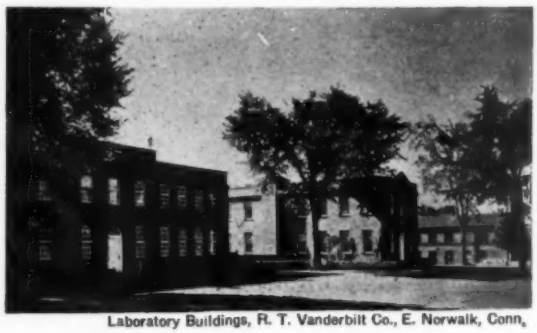
Antipyrine Salicylate (pure)

Helmitol • Phenetsal

ALSO: Special products manufactured with your confidential process or with processes developed by us for you.

Write for comprehensive list of organic chemicals of our manufacture. Consult us on your special requirements.

FINE ORGANICS, INC.
Manufacturing Chemists
Executive Office: 211 East 19th St., New York 3, N. Y.
Gramercy 5-1030



Laboratory Buildings, R. T. Vanderbilt Co., E. Norwalk, Conn.

VEEGUM
MAGNESIUM ALUMINUM SILICATE GEL

For

LEG MAKE-UP
TOOTH PASTES
BRUSHLESS CREAM
LATHER CREAM
HAND CREAMS
LOTIONS
EMULSIONS

PROTECTS FLAVORS PROTECTS PERFUMES
STABILIZES EMULSIONS

Samples Upon Request

Specialties Department
R. T. VANDERBILT CO., Inc.
230 Park Avenue New York 17, N. Y.

WHY ARGUE?

After all, results are the bull's eyes in the target of success.

Leading cosmetic houses who depend upon us as a source of supply, give us credit for maintaining the high quality standard so essential to their success.

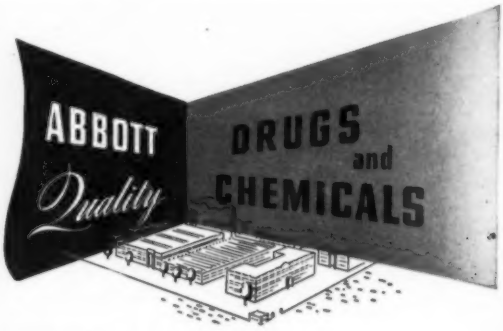
Convincing samples of Kelton Lipstick, Rouge, Powder, Mascara and Eye Shadow merely await your green light. Why not flash it today?

•

KELTON
Cosmetic Company

230 West 17th Street, New York 11, N. Y.
819 Santee Street, Los Angeles 14, Calif.

• Lipstick • Eye Shadow • Rouge • Mascara • Powder •



ANESTHETICS
Procaine Hydrochloride...Procaine Base...Benzocaine...
Procaine Borate...Butyl p-aminobenzoate

ANTISEPTICS
Acriflavine Hydrochloride...Acriflavine Neutral...
Proflavine Sulfate

HYPNOTICS
Phenobarbital...Phenobarbital Sodium

ALKALOIDS AND DRUG EXTRACTIVES
Ephedrine...Lobeline Sulfate...Podophyllin

For Quotations Address:
CHEMICAL SALES DEPARTMENT

ABBOTT LABORATORIES
NORTH CHICAGO - ILLINOIS

AGAGEL
AND
ALGALOID
(PURE EXTRACTIVES OF IRISH MOSS)

POTENT NATURAL COLLOIDS
COMPLETELY SOLUBLE-NEUTRAL

For

Emulsions	Stabilizing
Suspensions	Gel-Formation
Viscosity Control	Mineral Nutrition
Binder	Moisture Retention

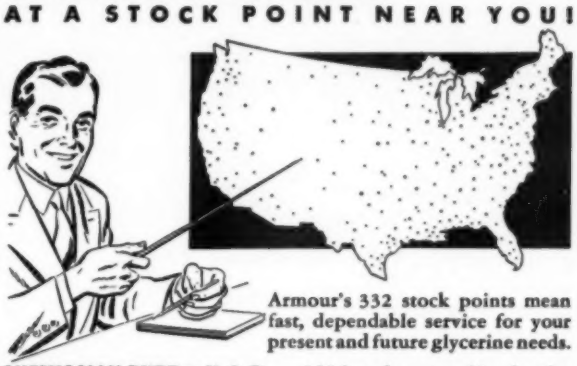
Bacteriological Media

T. M. DUCHÉ and SONS, INC.
117-119 HUDSON ST., NEW YORK 13

BOSTON 177 State · CHICAGO 61 W. Kinzie · CLEVELAND 16304 LaVerne Ave. · ST. LOUIS 2115 Pine

GLYCERINE

QUICKLY AVAILABLE AT A STOCK POINT NEAR YOU!



Armour's 332 stock points mean fast, dependable service for your present and future glycerine needs.

CHEMICALLY PURE or U. S. P. . . . A high grade, water-white glycerine meeting the requirements of the United States Pharmacopoeia. Suitable for use in foods, pharmaceuticals, cosmetics or for any purpose where the highest quality is demanded. It has a specific gravity of 1.249– 25°C./25°C.

HIGH GRAVITY . . . A pale yellow glycerine for industrial purposes with a specific gravity of 1.262– 15.5°C./15.5°C.

DYNAMITE . . . A yellow glycerine made especially for the explosives trade. It has a specific gravity of 1.262– 15.5°C./15.5°C.

YELLOW DISTILLED . . . A yellow glycerine for industrial purposes with a specific gravity of 1.259– 15.5°C./15.5°C.

ARMOUR AND COMPANY
1355 WEST 31ST STREET · CHICAGO 9, ILLINOIS

Take This Tip:

you can't go wrong, if you order your raw materials from "Drury in Chicago"

A.C. DRURY & CO., Inc., CHICAGO, ILL.

Have You Tested

VORAC'S NEW NAIL POLISH

Vorac, first again to incorporate into nail polish formulation remarkable new materials developed by famous research laboratories, gives you a Nail Polish greatly improved in wearing quality, application and appearance.

Make a consumers comparative test with Vorac It will be revealing.

Write for your samples.

Nail Polish Specialists
Exclusively for the trade

THE VORAC COMPANY
147 Meadow Road Rutherford, N. J.
Tel: Rutherford 2-0934-5

St. Louis, Mo. - 1338 So. Kingshighway

ALL GRADES OF REFINED

GLYCERINE

★

WRITE • WIRE

or PHONE

LEVER BROTHERS COMPANY

Producers and Refiners

50 Memorial Drive Cambridge 39, Mass.

ALKALOIDS

GLUCOSIDES---DRUG EXTRACTIVES

As in **WORLD WAR I**

Now in **WORLD WAR II**

ACONITINE
ARECOLINE
ASPIDOSPERMINE
ATROPINE
BERBERINE
CHRYSAROBIN
COLCHICINE
DIGITALIN
EPHEDRINE
ESERINE
HOMATROPINE
HYDRASTINE
HYOSCINE
HYOSCYAMINE
LOBELINE
PICROTOXIN
PILOCARPINE
SANGUINARINE
SPARTEINE
STROPHANTHIN
YOHIMBINE

INLAND ALKALOID CO.

MANUFACTURING CHEMISTS

TIPTON INDIANA U. S. A.

WE SPECIALIZE IN SUPPLYING

HORMONES

in bulk to the ethical, pharmaceutical and cosmetic trades.

Technical advice on application, incorporation, usage, etc.

INTRAMED CO., Inc.

1860 BROADWAY, NEW YORK 23, N. Y.

GUMS

ARABIC-Sorts, Granular, Powder
KARAYA-Powder
LOCUST BEAN-Powder
TRAGACANTH-All Grades, Whole, Granular, Powder

GELLOID

(Pure Calcium Carragheen Sulfate)
Binder in Tablet Making
Moisture Retention in Dentifrices

JACQUES WOLF & CO.

Manufacturing Chemists and Importers

PASSAIC, N. J.

California Branch--339 East 2nd Street

LOS ANGELES, CALIF.

FOR
IMMEDIATE
SHIPMENT

CHOLIC ACID
(Purified)

•

GLUTAMIC ACID HYDROCHLORIDE

Prices on request

B. L. LEMKE & CO.
Manufacturing Chemists
248-250 West Broadway
New York 13, N. Y.

Fine Chemicals — BPC

PHARMACEUTICAL CHEMICALS

AMINOACETIC ACID
AMINOPHYLLINE
BENZOCAINE
CHINIOFON (YATREN)
CHLORBUTANOL
CINCHOPHEN
8-HYDROXYQUINOLIN IODOXYQUINOLIN SULPHONIC ACID
NEO CINCHOPHEN
OXYQUINOLIN BENZOATE
OXYQUINOLIN SULPHATE
POTASSIUM OXYQUINOLIN SULPHATE
PHENOBARBITAL
PHENOBARBITAL CALCIUM
PHENOBARBITAL SODIUM
SULPHANILAMIDE
TETRA-IODO-PHENOLPHTHALEIN SODIUM
THEOPHYLLINE

INTERMEDIATES

BENZYL CYANIDE
CYANO ACETIC ACID
DIETHYL MALONATE
ETHYL CYANOACETATE
8-HYDROXYQUINOLIN-5-SULPHONIC ACID

AROMATIC and FLAVORING CHEMICALS

DIACETYL

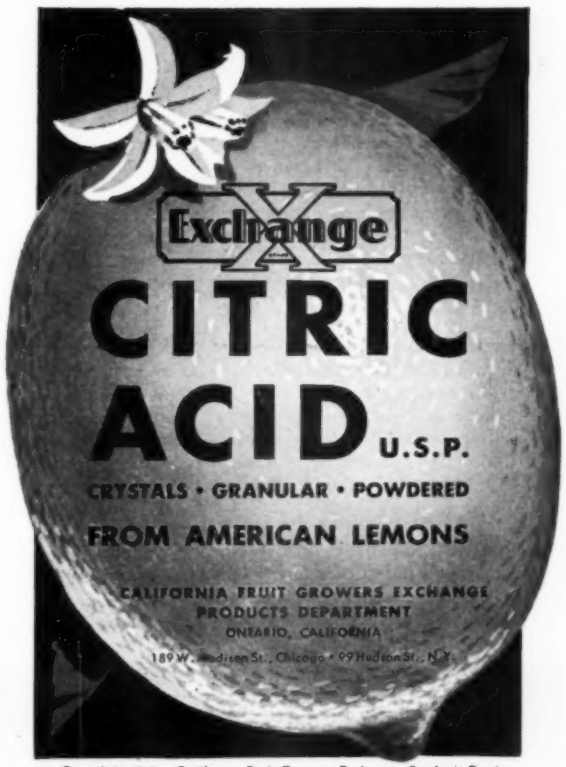
BENZOL PRODUCTS CO.
237 SOUTH STREET NEWARK, N. J.

NO SUBSTITUTES NECESSARY!
The best is still available—
HOPKINS' EGYPTIAN HENNA

Not once since the start of the war have we let hairdressers run short of the best Henna in the world — HOPKINS' EGYPTIAN HENNA. You need no substitutes—in fact, there is no substitute for HOPKINS' EGYPTIAN HENNA. Without guesswork, without predisposition tests, HOPKINS' EGYPTIAN HENNA gives you always the uniform, even shade your patron wants. Contains no chemicals or dyes of any kind. Order from any reputable wholesaler

There is no shortage of HOPKINS' EGYPTIAN HENNA
If you have any difficulty in supplying your regular needs of HOPKINS' EGYPTIAN HENNA, please let us know promptly. We will put you in touch with a reputable distributor in your locality.

J. L. HOPKINS & CO.
220 BROADWAY : : : NEW YORK



Copyright 1942 California Fruit Growers Exchange, Products Dept.

SORBOTEX 301

. . . a new development in Absorption Base

What it is

SORBOTEX 301 is a white, ointment-like odorless mixture of higher fatty alcohols and esters in a hydrocarbon base. It does not contain lanolin. It is free from any tendency to eventually discolor the products in which it is used or to impart an undesirable odor to them. Its water absorption is substantially greater than that of absorption base containing either lanolin or lanolin isolates.

What it does

SORBOTEX 301 makes white, stable water-in-oil emulsions. In the presence of an alkali, it is also a highly effective emulsifier and stabilizing agent for oil-in-water emulsions, an advantage offered by very few types of absorption base.

Uses

SORBOTEX 301 is applicable to night creams, cold creams, ointment bases, permanent wave preparations, etc. It can also be used as an extender for lanolin.

Suggested percentages: In water-in-oil emulsions, that is, creams having a high fat-content, such as night creams, for instance, up to 25 percent. In oil-in-water emulsions, that is, creams with a low oil-content, such as vanishing-type face and hand creams, up to 5 percent. In permanent wave preparations, up to 2 per cent.

Make this test

Make a small batch of one of your creams, replacing the absorption base that you are now using with Sorbotex 301. Compare the cream containing Sorbotex 301 with that made with your present absorption base, as to appearance, texture, emollient effect, and stability. We will gladly supply the Sorbotex 301 required to make the test, without charge.

SORBOTEX 301 is made of freely available raw material; it can therefore be supplied promptly in all quantities. Its price is attractive.

VAN DYK & COMPANY INCORPORATED 1908

MANUFACTURERS OF PERFUMERY & COSMETIC RAW MATERIAL SINCE 1901
OFFICES, FACTORY & LABS: MAIN & WILLIAM STS., BELLEVILLE 9, N. J.
WESTERN OFFICE: 1282 SUNSET BLVD., LOS ANGELES.

Ethical or Proprietary

(*Continued from page 535*)

septic mouth washes, cough medicines and cough drops, and such products that the user can see or feel work. After all, the reason why the tonics of old were so popular is that the user got an immediate "lift" from the alcoholic tonic. Also soothing syrups containing morphine did stop the baby from crying. Vitamins can be advertised and sold as proprietaries only because the public has been educated to the fact that vitamins are beneficial. Even at that, the advertised vitamins are not doing so well.

There are those in the industry that claim that the doctor is the focal point upon which the success or failure of a drug product hinges. They claim that today it is absolutely necessary to have the cooperation of the doctor to introduce and market a drug product successfully. They admit that the introduction of Alka Seltzer some ten or twelve years ago was an exception, but they point out that the meteoric rise of this product to something around $13,000,000 in sales in a short space of time was due to the creation of a pleasant form of taking an alkalizer and an analgesic—two types of products which the consumer was used to taking and from which he could feel results. Practically all other products which have scored successes in this same period of time have been handled in an ethical manner and have not been advertised to the public. Ethical manufacturers are also selling in large volume the type of products which have been described as the type that can be sold by consumer advertising,—witness Upjohn's Cheracol which is a very widely sold cough syrup, Searle's Metamucil which is a psyllium mucilage laxative, and many other products.

There are some in the industry who give other contributing reasons why the ethical manufacturers are growing faster than the proprietary manufacturers. One of the reasons given is that the ethical manufacturers are better able to cooperate with the retail druggist. Generally speaking there are no deals or combination offers on ethical products, but they do sell at firm prices and the profits for the retailers are long. Because there is no consumer advertising and the products are generally smaller sellers than the leading proprietaries, there is no great inclination on the part of retailers to cut the prices. Furthermore, retailers—when they indulge in the questionable practice of counter-prescribing—will generally offer an ethical or non-advertised product, impressing the customer with their professional knowledge and insuring themselves a good profit. On the other hand, some explain, the proprietary manufacturers are constantly trying to load the dealer up with their products on some new deal or free offer only to return before this stock is sold out with a still better offer if times are not so good. The proprietary manufacturers also are apt to try to impress the retailer with the size of their advertising budgets, holding these expenditures over the retailer's head like a club—buy a deal from us or the other fellow will get

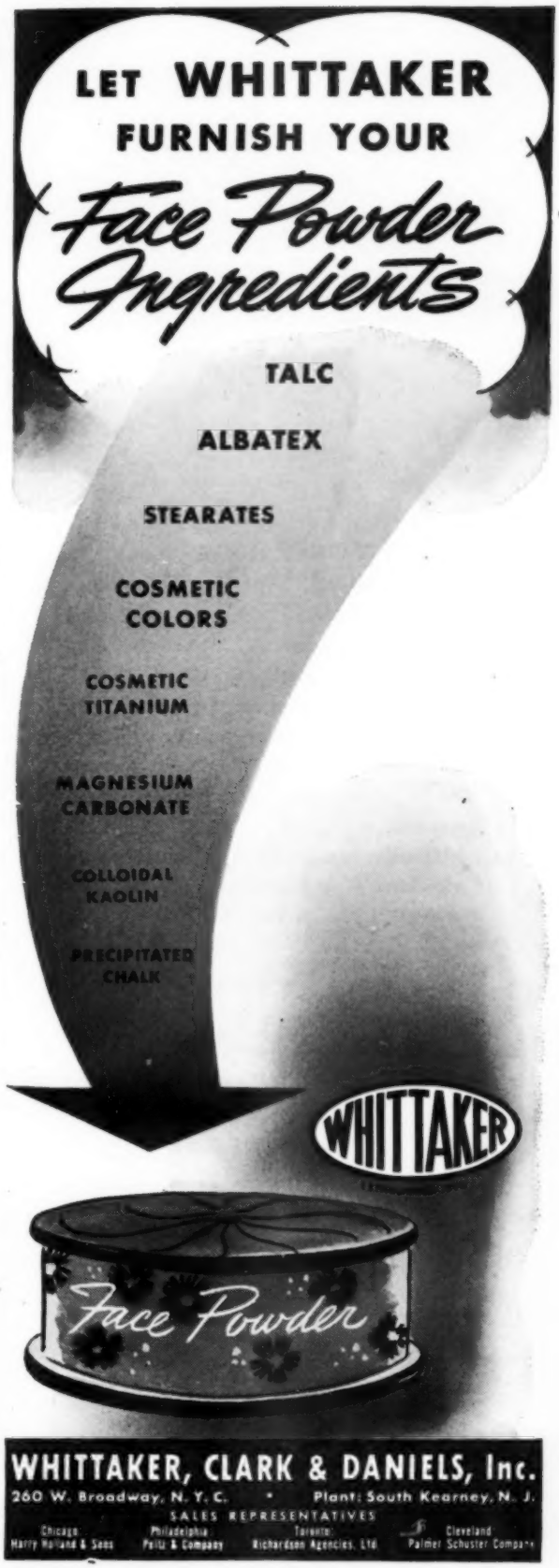
this business that we are creating by our advertising.

Many are of the opinion that the requirement of the Federal Food, Drug, and Cosmetic Act that active ingredients of all drug products be listed on the label as well as on the outside carton or wrapper, has not helped the proprietary branch of the industry at all. It is said that now the advertised product must list the ingredients, there is certainly no secrets which the proprietary manufacturers possess and the buyers are more apt to buy similar products if they are made by the well-known ethical houses who make products recommended by the doctors.

Some in the industry point out that by and large the ethical manufacturers have done an excellent institutional job both through their consumer advertising slanted particularly in selling the doctor to the general public, and also through their promotional activities direct to the medical profession and to the pharmacists. The establishment of fellowships in medical colleges throughout the country has brought them real returns both in research and in the goodwill of the medical profession. Their use of the leading hospitals of the country to obtain clinical data on their products has helped them greatly.

Unfortunately for the proprietary manufacturers, through widespread public knowledge of their names and products as the result of their consumer advertising, any scandal or charges against them, however slight, get wide publicity. And because of the extravagant claims of the tonics and other products of another day, and also because of the exaggerated claims of many products which appear in print and come over the radio, their advertising claims are not generally accepted at their face value even though these claims are under direct Government control. Also unfortunate for the proprietary manufacturers is the fact that because they are not as highly thought of by the medical profession, they have difficulty in having clinical research conducted for them by the better medical colleges of the country. When they want research of this kind, they must work through some reputable person who has access to these medical schools, the name of the proprietary manufacturer never appearing.

An interested person in the industry is of the opinion that the large holding companies in the proprietary branch of the industry are very largely responsible for the stunting of the growth of the proprietary business. It is his opinion that they have smothered the field by buying up the best items of practically all types of medicinal items that can be sold through consumer advertising. These holding companies practically never develop anything worth while. All they do is wait until a proprietary item has reached a good growth and then buy it up. Now they have the field blanketed with all types of consumer advertised medicinals and no new ones can attain any growth against their products. For this reason the products of the same type that do make inroads upon them are the products of the ethical houses, such as Upjohn's cough syrup, Cheracol, and Searle's psyllium laxative, Metamucil.



For years we have been privileged to represent TOMBAREL FRERES, one of the world's outstanding producers of natural essences, SUPREME Flower Oils and Surfine Essential Oils . . . . and to work in close collaboration with them.

With the liberation of France and the expected early resumption of her industries, we hope that in the not distant future we may again be in position to offer their fine natural flower oils.

Meantime, we continue to render expert service in helping to solve current problems.

We solicit your inquiries.

Special **PERFUME CREATIONS**
for Every Occasion

Also **BASIC PERFUME MATERIALS**
AROMATIC CHEMICALS
.....and **ESSENTIAL OILS**

TOMBAREL
Products Corporation
L. Z. Zollinger, Pres.
12 East 22nd Street • New York 10

Dentifrices

(*Continued from page 537*)

Soap is much more generally used as a lather making and cleansing addition to dentifrices. It finds wide use, not only because it is an economical, effective, readily available, cleansing agent, but also because it has been shown to have definitely favorable benefits in the mouth. It is said it dissolves mucin plaques, retards bacterial growth to some extent and possesses good emulsifying powers. Some investigators have published work showing that soap used in the mouth has a selective action on spirochetes and definitely killed them, thereby giving a degree of protection against trench mouth. It lowers the inter-facial tension between the dentifrices and the mouth parts, the same way as wetting agents do. Thereby it increases the penetration of the dentifrices into the tissues, crevices, angles and inter-spaces of the oral cavity. When soap is used in dentifrices, the percentage is higher than that of wetting agents, and this fact may result in more valuable properties along the lines just indicated.

The question as to the kind of soap to use for dentifrice manufacture is most important. As a general premise, it may be said that the soap should be the purest and best obtainable. It is fallacious to use soaps made haphazardly and soaps that are not uniform in quality. There are soaps on the market that are made especially for dentifrices, the quality of which is controlled at the soap kettle. These are the types best adapted. The slight saving in using any kind of soap may work out satisfactorily for a time, but suddenly a serious defect may appear in a dental cream particularly and to a powder as well, which might be disasterous. Purity and uniformity then are the qualifications for a good dentifrice soap.

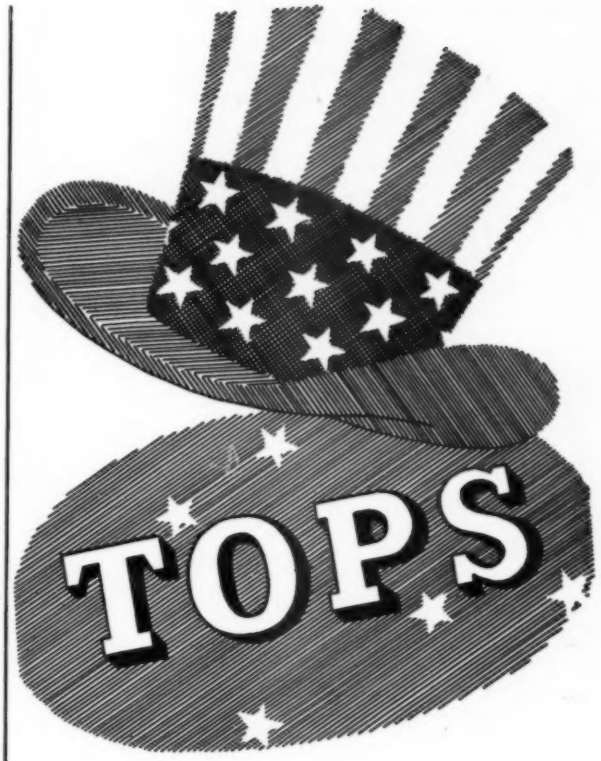
In order to obtain these the soap base for powdering or grinding should be made from high grade oils and fats so as to eliminate all possible impurities and foreign taste as far as it can be done. The soap should be completely saponified by the full-boiled, settled-soap process. Fresh made lyes, rather than strong lyes from previous soap changes in the boiling process should be used. The finished soap may have a titre of between 35° and 40° C., so as to possess the proper congealing property which is particularly desired for tooth pastes. It should contain under two per cent moisture, not more than 0.3 per cent free alkali, calculated as sodium carbonate. No free sodium hydroxide should be present. The U. S. P. XI tests for alcohol and water insoluble material should prevail. The iodine value should not exceed 50 and a low glycerine content under 1.5 per cent is to be desired in certain cases. There should be no off odor. It should be ground so that 95 per cent passes through a 200 mesh U. S. Standard screen and the soap should not become rancid upon long storage at temperatures as high as 100° F. and a relative humidity of 60°. The color of the soap will depend upon the color of the fats or oils used and may vary from white to cream. Soaps of this kind cannot

be made into liquid dentifrices. In such cases the more soluble Castile olive oil soap is the best selection, provided it is not desired to use a wetting agent. Castile soap is not required, as is often thought necessary in the manufacture of tooth pastes or tooth powders. In the case of tooth paste, the higher moisture, the lower congealing property and danger of rancidity makes it less desirable to use than the so-called Neutral White soaps or palm soaps.

The usual liquid additions in compounding tooth pastes and liquid dentifrices, are water, glycerin, alcohol, propylene glycol and glucose. Other liquids, particularly glycerin substitutes, are employed to a limited extent. The newcomer in any volume to this field, is propylene glycol, which manufacturers turned to, due to the wartime restrictions on use of glycerin and alcohol. Since its specific gravity and chemical composition lie, so as to speak, between alcohol and glycerin, it fits into formulae quite well. Glucose, especially the enzyme treated product to increase sweetness, as well as inverted sugars, have been substituted for glycerin in many directions. These have worked out very well as stop-gaps, but undoubtedly since glycerin is now again available, manufacturers will go back to it. Glycerin need hardly be discussed in detail. It need only be said that the U. S. P. product is desirable. Alcohol, too, we give but passing mention. Manufacturers know quite generally that tax-free, specially denatured alcohol formulae are available for dentifrice manufacture.

A discussion of the use of colloids in tooth pastes and liquids is in order. These comprise such substances as starch, usually as glyceride of starch, gelatin, methyl cellulose, gums, Irish moss, magnesium, aluminum gel, colloidal clays and chicle. These are used generally as mucilages or concentrated water extracts to produce the consistency of a tooth paste and to increase the thickness and viscosity of liquid dentifrices so the latter do not readily run off the tooth brush during use. They are not used in tooth powders.

The amount of these various substances to employ depends to a large extent upon the other ingredients in the formulae. Tooth pastes in particular, often have the bad property of altering their consistency with age or with temperature extremes. They harden, soften, curdle or what is probably still worse, separate into liquid and solid in the tubes. It is quite remarkable what the addition of a small amount of these colloids will do to prevent these ill effects. Not only are colloids used, but in certain formulae, free fatty acids are liberated from the soap by a small addition of organic acid or the addition of a readily miscible oil. Starch is used most generally as glyceride of starch, directions for the making of which are outlined in the U. S. Pharmacopoeia. If chicle is used, this should be dispersed by heating with glycerine. Gums and gelatine are made into a mucilage by mixing them with hot water. Irish moss, which is used to a great extent, is either extracted with hot water, after picking out impurities from the raw moss, or as a concentrated, pow-



POWCO BRAND Neutral Soap is "tops" in the trade because its chemical and physical characteristics are *dependably* uniform. Year after year, the volume of Powco Soap has grown as Dentifrice and Toilet Requisite manufacturers have switched to this American product. Today, modern production methods make it possible to offer air floated fineness POWCO BRAND Neutral Soap of the highest quality at an actual saving to you.

We are not merely sellers of Neutral Soap. We furnish expert consultation on formulas. One of our customers has saved $35,000 annually for several years. Let us show you the safe way to cost economies with POWCO Neutral Soap.

POWCO BRAND

POWDERED NEUTRAL SOAP

JOHN POWELL & CO.
112 East 32nd Street,
New York City.

BILE SALTS
CHOLESTERIN
IRON PEPTONATE

THE WILSON LABORATORIES

4221 So. Western Ave., Chicago, Ill.

also

816 First Ave., New York
Drexel Bldg., Philadelphia
869 Folsom St., San Francisco
1608 E. 15th St., Los Angeles
619 Clark Ave., St. Louis

QUALITY
RAW MATERIALS

Our complete stocks guarantee that you can obtain the exact grade and quality for your requirements without delay.

BEESWAX, sunbleached and yellow
Refined U.S.P.

TRAGACANTH GUM, all grades

KARAYA GUM, all grades

STEARIC ACID, fancy triple pressed

QUINCE SEED, Persian, recleaned

also

SPERMACETI WAX CERESIN WAX
CAMPHOR

and all other cosmetic raw materials. Samples on request.

Write for latest stock list

WALTER H. JELLY & CO.
INCORPORATED
412 N. Western Avenue Chicago, Illinois

dered extract, such as is used for stabilizing chocolate milk in the milk industry, dissolved in water directly. Colloidal clays are mixed with hot water and decanted so as to get rid of the gritty material usually present in them. Silica gel may be added in the mixer before all the powdered ingredients are added. No hard or fast rule can be laid down as to the amounts of these substances to add to a paste. The trial and error method of testing is probably best adapted. They vary from one-half a per cent up to five per cent and as high as forty per cent in the case of starch. We will discuss some specific uses of these later on. Their use in liquid dentifrices is limited to the gums and Irish moss. In this case a water mucilage of desired strength is usually added to the formulae.

The preservatives most generally used in dentifrices are the benzoates, particularly benzoic acid and sodium benzoate. No particular difficulty in the use of these is occasioned. Medicaments like potassium chlorate, camphor, resorcinol, thymol and peroxides, especially calcium peroxide are used. It must be remembered that when medicinal properties are assigned to dentifrices, they come under the supervision of Federal and some State regulatory pure food acts. It may also be said that the medicinal appeal has not caught on well with the consumer. For these reasons their use is more or less limited.

(*To be continued*)

Brazilian Sassafras

(*Continued from page 539*)

stills, for instance, 3 meters high, 1.8 meters wide at the base and 1.6 meters wide at the top. Some stills are constructed of sassafras wood, which serves very well for the purpose. A still with a capacity of about 8 cubic meters yields per charge on the average about 25 kilos of oil.

The logs are first sawed into blocks, then chipped and reduced to sawdust by the usual mechanical means. Direct steam from a separate steam generator, operating at about 8 atmospheres pressure, is injected into the stills charged with chips and sawdust, distillation of one charge lasting 24 hours. The oil is collected in Florentine flasks constructed for the separation of oil heavier than water. The oil is then filtered through flannel, cotton and filter paper, the better equipped distilleries using centrifuges for this purpose.

There seems to exist several varieties of sassafras trees distinguished by the color of their wood and giving different yields of oil. This question, however, requires further botanical study. It is also possible that the variation in the color of the wood might be due to its age.

Black sassafras wood is said to yield about 1.5 per cent of oil, brown wood 1.2 per cent and yellow wood about 0.9 per cent of oil.

Not all distilleries are in a position to supply oil of high safrol content, probably because they do not possess adequate distilling equipment. People in the

State of Santa Catarina are known for their thrift and hesitate investing money in costly new equipment, especially in view of the present low prices of sassafras oil as established by the Brazilian Government.

Most of the larger and better equipped distilleries are able to produce oils of high safrol content, but not infrequently it happens that the safrol content varies in the course of a year, although distillation has always been carried out according to the same principle. Quite likely, the safrol content depends upon the region, the locality, exposure and age of the tree, the period of cutting, etc., a question not yet clarified and requiring systematic study.

Various estimates, up to 300 tons of oil per year, have been given, but very probably actual production amounts to not more than 20 tons of oil per month or about 240-250 tons a year. An exact estimate is difficult to obtain because each producer seems inclined to give as his own output also that of his neighbors and relatives, and most of these sassafras distillers are related.

Genuine Brazilian sassafras oils examined in the New York laboratories of Fritzsche Brothers, Inc. had properties varying between the following limits:

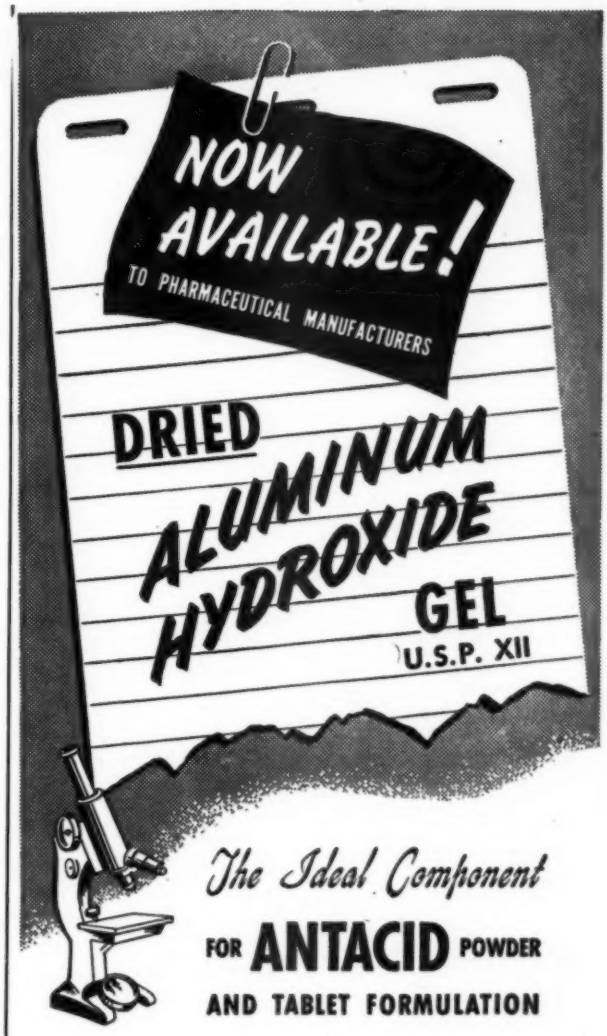
Specific Gravity at 25 °C.	**1.083 to 1.091**
Specific Gravity at 15 °C.	**1.089 to 1.097**
Optical Rotation (at room temperature)	**−0°40′ to −1°51′**
Refractive Index at 20 °C.	**1.5340 to 1.5363**
Congealing Point	**+8.0 °C. to +9.3 °C.**
Solubility (at room temperature)	**Soluble in 8.0 to 10 vol. of 80% alcohol, occasionally with faint haziness.**
Test for Heavy Metals	**Positive.**
Color	**Light to greenish-yellow.**

The safrol content of Brazilian sassafras oil is evaluated according to its congealing point, the latter being determined by the method described in the U. S. Pharmacopoeia, Twelfth Revision, page 566.

Nothing has been published in recent literature about the composition of Brazilian sassafras oil, but it is now generally known that good oils should have a safrol content not lower than 90 per cent. It also seems that Brazilian sassafras oil contains less terpenes than American official sassafras oil, as evidenced by fractionations carried out in the New York laboratories of Fritzsche Brothers, Inc.

Brazilian sassafras oil is employed mainly for the isolation of safrol, and its conversion into heliotropine. In many technical preparations, soaps, sprays, disinfectants and deodorants, for instance, Brazilian sassafras oil also replaces the Japanese artificial sassafras oil, which is actually a certain fraction of camphor oil, and which, previous to the war between the United States and Japan, was used widely by our industries.

Brazilian sassafras oil, however, cannot replace the North American officinal sassafras oil, *Sassafras albidum* (Nuttall) Nees, as the Brazilian oil is distilled from a different plant and has not been admitted by the U. S. Pharmacopoeia.



The Ideal Component
FOR **ANTACID** POWDER
AND TABLET FORMULATION

Developed in the laboratories of Schofield-Donald Company after many years of research, Dried Aluminum Hydroxide Gel U.S.P. XII offers the only effective method for controlling gastric acidity without the use of alkalies. Its action is persistent and prolonged. We invite you to send for testing samples.

Manufacturers of Fine Chemicals

Schofield · Donald Co. INC.
· 88 SHIPMAN ST., NEWARK 2, N. J. ·

THIOGLYCOLIC ACID
98% plus, concentration

A highly pure, stable and uniform organic. Versatile in its many uses in biological preparations. Now in full production.

SODIUM THIOGLYCOLATE

In a purer, more stable form. For bacteriological media and the culture of anaerobes and aerobes.

AMMONIUM THIOGLYCOLATE

For cold permanent waving . . . affords greater skin protection (patent pending) . . . balanced alkalinity . . . more rapid processing action.

Your inquiries invited

STANTON LABORATORIES

STANTON LABORATORIES • WYNCOTE, PA.
Manufacturing Chemists

REPLACEMENTS

For
AROMATIC CHEMICALS
ESSENTIAL SPICE
and
FLOWER OILS

•

SOAP PERFUMES
ODOR MASKS

SEELEY & CO.
136 LIBERTY STREET NEW YORK 6, N.Y.
FACTORIES
FARMINGDALE, L. I., N. Y. NYACK, N. Y.

The Truth About Aspirin

(Continued from page 541)

of drug allergy.[29] On an actual consumption comparison, however, this frequency is more apparent than real. Gardner and Blanton,[30] for example, found that the chance of a given individual's being sensitive to quinine is seven times as great as his chance of being allergic to acetylsalicylic acid.

As investigational methods and statistical interpretations have improved during recent years, there has been a steady downward revision in the percentage incidence of aspirin sensitivity. In Europe, van Leeuwen[31] estimated that about 10 per cent of all asthmatic persons are specifically allergic to acetylsalicylic acid. Prickman and Buchstein,[29] however, felt that this estimate was entirely too high for the group of asthmatic patients encountered in the United States. More specific and based on a very extensive study and survey were the findings of Gardner and Blanton.[30] As a result of this work they were able to report that of 90,000 allergic patients seen by twenty-two allergists only 170 had shown evidence of sensitivity to aspirin.

Although skin tests are of very little value, sensitivity to aspirin is fairly easy to determine by the use of Duke's[37] method. Placing a small bit of the drug on the tongue and allowing it to dissolve will produce itching, cough or asthma in a short time in a sensitized person. Absolute avoidance of aspirin or aspirin-containing mixtures by the person sensitive to the drug is the best form of treatment.

During recent years, several reports have appeared in the medical literature, especially that of British origin, to the effect that aspirin may cause gastric bleeding and in severe instances progress to ulceration.[33, 34, 35, 36] It has long been known that, even in small doses, aspirin produces nausea and heartburn in certain people, particularly those with highly acid gastric conditions.[37] In cases reported in the newer papers, however, the gastric conditions arose as the result of taking aspirin tablets without water. Taking water, it must be remembered, is important to assure disintegration of the tablets and efficient action of the drug. While this work can hardly be held as conclusive, there is some experimental evidence that feeding aspirin to rats may cause bleeding in the stomach. When sodium bicarbonate was fed, these changes did not occur.[38]

In 1943, Paul[39] of the University of Iowa made a thorough investigation of the effects of aspirin on the gastric mucosa on a large number of patients; the resulting data being based upon careful gastroscopic examination. In the group of 107 patients with normal gastric mucosa, acetylsalicylic acid caused no hyperemia, edema or hemorrhage. A group of twelve patients, who had a vague history of dyspepsia or distress and negative laboratory findings, were given 50 to 80 grains of aspirin during the twenty-four-hour period preceding the gastroscopic examination; the last dose being given one hour before instrumentation.

On the basis of his findings, Paul came to the following conclusions: A. Acetylsalicylic acid does not produce hyperemia or cause hemorrhages in the gastric mucosa. B. Acetylsalicylic acid in doses as high as 80 grains per day does not cause any gastroscopically demonstrable changes in the stomach. C. The ingestion of aspirin over long periods of time does not produce chronic gastritis. D. The epigastric distress which sometimes occurs after the ingestion of salicylic acid might be the result of increased acid production and pylorospasm.

In considering this evidence, one wonders if dietary deficiencies, as suggested by Shapiro,[26] might not also play a part in the gastric bleeding noted in the cases reported by the English writers.

Since distress does sometimes appear after aspirin is taken, several suggestions have been made that may help to avoid such symptoms. Primarily, it is essential that tablets be taken with sufficient water to assure their disintegration. For some people, powdered aspirin might be more effective and less liable to cause discomfort. Although aspirin appears to work faster on an empty stomach, Hurst[40] is of the opinion that the drug, in powdered form, is best taken after meals, with 10 grains as the maximum dose. While this does not appear to be as necessary with aspirin as with salicylic acid, many physicians suggest that comparable amounts of sodium bicarbonate be taken simultaneously. The old view that sodium bicarbonate may increase the irritation from aspirin has not been substantiated by either clinical experience or laboratory investigation.[41, 44]

The old story that aspirin may harm the heart continues to crop up again and again. As to this, one need merely cite the statement made by Goodman and Gilman[44] in their recognized text: "There is no clinical or experimental evidence to support the opinion that the salicylates, especially aspirin, are injurious to the heart."

Because aspirin probably produces both its antipyretic and analgesic effects via the central nervous system, the question has arisen whether or not this drug harms the brain or affects the mind. The nerve fact that evidence on this point is so meager would indicate that it does not constitute a problem, despite the vast consumption of acetylsalicylic acid. Some individuals claim to experience a mild hypnotic effect after salicylate medication, but this is very unusual and probably due to psychic factors.[42]

Over a decade ago, Jones[43] attempted to determine the effects of aspirin upon learning in human beings and came to the conclusion that the drug seems to have a neutral effect. Two years ago, Boughton[44] gave aspirin to rats in an attempt to determine its effects on maze activity and maze learning and relearning. Their findings show some evidence of depression during learning in males and relearning in females.

In the meantime, evidence has been accumulating which indicates that aspirin is far more efficient as an analgesic than has been generally appreciated.[1] Espe-

Founded 1854

FEZANDIE & SPERRLE, Inc.

205 Fulton Street, New York City

HIGHEST STANDARD

Colors and Dyes for Cosmetics, such as

LIPSTICKS — PERFUMES
ROUGES — LOTIONS
FACE POWDERS — SHAMPOOS
MASCARA — CREAMS
SOAPS — Etc.

Your inquiries are invited

THIOGLYCOLLIC ACID (PURE)
and its salts
ZINC STEARATE

GEORGE F. SMITH
CHEMICALS

60 East 42nd Street
New York 17, N. Y.

VAnderbilt
6-3098

ALUMINUM LACTATE

A new fine chemical with diverse applications in the pharmaceutical and cosmetic industries as an astringent, antiseptic and deodorant.

Literature and Sample on Request

CHEMO PURO MFG CORP

48th Ave. & 5th St., Long Island City 1, N. Y.

ALL GRADES OF
REFINED GLYCERINE

U. S. P. B. P.
YELLOW DISTILLED
HIGH GRAVITY
DYNAMITE

REFINERIES LOCATED AT
★ Brooklyn, N. Y.
★ Jeffersonville, Ind.
★ Jersey City, N. J.
★ Berkeley, Calif.
★ Kansas City, Kans.

COLGATE-PALMOLIVE-PEET CO.
GLYCERINE DEPT. • 105 HUDSON STREET
JERSEY CITY 2, NEW JERSEY

POLAK & SCHWARZ, INC.
667 Washington St. New York, N. Y.

Perfume Bases
Compositions and Specialties
Essential Oils Flower Oils
Terpeneless Oils Aromatic Chemicals
Ethers and Esters
Flavors and Extracts

DUVAL

OIL BERGAMOT Artificial Extra

A particularly outstanding fine oil. Definitely much nearer to the Natural Oil Bergamot than the average run of Artificial Bergamot Oils being currently offered. Sample on request. Your inquiries invited.

Division of
S. B. PENICK & COMPANY

COMPAGNIE DUVAL
121-123 East 24th St. New York

CERTIFIED COSMETIC COLORS
Also
COSMETIC Inorganic Pigments
SUBMIT YOUR INQUIRIES
INTERSTATE COLOR CO., INC.
7 Beekman Street New York City

STABILIZED
Cold Wave SOLUTION

FINISHED AND READY TO USE
7½% THIOGLYCOLLATE
CONSTANT pH OF 9 PLUS
Will not turn pink when exposed to air
UNLIMITED PRODUCTION
VACUUM DISTILLATION COMPANY
617 N. Kingshighway St. Louis 8, Mo.

cially noteworthy are the comparative studies in pain control reported by Lewy.[45] From a study of over 200 patients with inoperable cancer he found that there are weaker anodynes other than morphine that will effectively control pain in many of these cases. He reported that acetylsalysilic acid in repeated doses will effectively control much continued gnawing pain. Combinations of aspirin with other drugs proved effective in other types of pain including "after pains" following delivery and the pains associated with dysmenorrhea.

Careful consideration of clinical and laboratory evidence indicates that, as one of the most valuable and probably the most widely used of drugs, aspirin warrants a high safety rating. This has been affirmed repeatedly in editorials in the *Journal of the American Medical Association*,[17,48] and this notwithstanding occasional unfavorable reports. The most recent opinion expressed editorially[25] in this publication is an apt summary of the status of aspirin today: "The mass of evidence so far available indicates that aspirin and the salicylates are among the least toxic of active pharmacological preparations. This status, however, should not be interpreted as an excuse for failure to recognize hazards connected with their abuse or even under certain circumstances of established usage."

BIBLIOGRAPHY

1. Editorial: Clin. Med. 49:64, 1942.
2. Davies, J. N. P.: Brit. Med. J., July 15, 1944, (through) Pharm. J. 153:53, 1944.
3. Editorial: Drug & Cosmetic Ind. 43:27, 1938.
4. Editorial: Drug & Cosmetic Ind. 50:263, 1942.
5. Drotning, P.: American Mercury 59:210, 1944.
6. Delgado, F. A. & Kimball, A. A.: "Prescription Department Sales Analysis in Selected Drug Stores," Domestic Commerce Series-No. 61, Washington, U. S. Dept. Commerce, 1932 p. 35.
7. Delgado, F. A.: "The Professional Pharmacy," Ed. 2, Washington, U. S. Dept. Commerce, 1935, p. 65.
8. Heine, R. E. & Lee, C. O.: Bull. Nat. Formulary Com. 9:130, 1941.
9. Plein, E. M. & Rising, L. W.: Bull. Nat. Formulary Com. 9:353, 1941.
10. Hanzlik, P. J.: "Action and Uses of the Salicylates and Cinchophen in Medicine," Baltimore, Williams and Wilkins, 1927.
11. Wokes, F.: Pharm. J., Jan. 29, 1938, p. 99.
12. Brownlee, G.: Quart. J. Pharm. & Pharmacol. 12:45, 1939.
13. Oakley, W. & Donnell, J. P.: Brit. Med. J. 1:787, 1942.
14. Charters, A. D.: Brit. Med. J. 1:10, 1944.
15. Balazs, J.: Med. Klin. 26:1664, 1930.
16. Editorial: Lancet 1:1091, 1940.
17. Editorial: J.A.M.A. 115:1199, 1940.
18. Edmunds, C. W. & Gunn, J. A.: "Cushny's Pharmacology and Therapeutics," Ed. 12, Philadelphia, Lea & Febiger, 1940, p. 714.
19. Cunningham, E. M.: J.A.M.A. 116:779, 1941.
20. Huebner, C. F. & Link, K. P.: J. Biol. Chem. 138:529, 1941.
21. Link, K. P. et al: J. Biol. Chem. 147:463, 1943.
22. Meyer, O. O. & Howard, B.: Proc. Soc. Exper. Biol. & Med. 53:234, 1943.
23. Shapiro, S., Redish, M. H. & Campbell, H. A.: Proc. Soc. Exper. Biol. & Med. 53:251, 1943.
24. Nievert, H.: (through) New York Times, Aug. 13, 1944.
25. Editorial: J.A.M.A. 124:777, 1944.
26. Shapiro, S.: J.A.M.A. 125:546, 1944.
27. Lesser, M. A.: Drug & Cosmetic Ind. 45:36, 1939.
28. Lesser, M. A.: Drug Circ., Sept. 1940, p. 18.
29. Prickman, L. E. & Buchstein, H. F.: J.A.M.A. 108:445, 1937.
30. Gardner, E. & Blanton, W. B.: Am. J. Med. Sciences 200:390, 1940.
31. van Leeuwen, W. S.: Munchen. Med. Wchnschr. 75:1588, 1928.
32. Duke, W. W.: J. Allergy 4:427, 1933.
33. Sallmann, T.: "A Manual of Pharmacology," Ed. 6, Philadelphia, Saunders 1942, p. 629.
34. Douthwaite, A. H.: Brit. Med. J. 1:1143, 1938.
35. Douthwaite, A. H. & Lintott, G. A. M.: Lancet. 2:2222, 1938.
36. Hurst, A. & Lintott, G. A. M.: Guy's Hosp. Rep. 89:173, 1939.
37. Bastedo, W. A.: "Materia Medica, Pharmacology and Therapeutics," Ed. 4, Philadelphia, Saunders, 1938, p. 473.
38. Simamura, M. & Aoki, A.: Folia Pharmacol. Japon. 27:156, 1939 (through) Chem. Abstr. 33:8809, 1939.
39. Paul, W. D.: J. Iowa State Med. Soc. 33:155, 1943.
40. Hurst, A.: Brit. Med. J. 1:768, 1943.
41. Schnedorf, J. G., Bradley, W. B. & Ivy, A. C.: Am. J. Digest. Dis. 3:239, 1936.
42. Goodman, L. & Gilman, A.: "Pharmacological Basis of Therapeutics," New York, Macmillan, 1941, pp. 224-235.
43. Jones, J. R.: J. Gen. Psychol. 9:472, 1933.
44. Boughton, L. L.: J. Am. Pharm. Assoc., Scient. Ed. 31:240, 1942
45. Lewy, R. B.: Anesthesia & Analgesia 21:255, 1942.
46. Editorial, J.A.M.A. 116:145, 1944.

For Control of Administrative Law

(*Continued from page 542*)

troduced in Congress. The first one, H. R. 4314, was introduced in March of this year by Representative Gwynne; the second, H. R. 5081, was introduced in June by Representative Sumners of Texas; and the third, H. R. 5237, was introduced in August by Representative Smith of Virginia. All of these bills are designed to carry out the following proposals:

Define agencies as all governmental administrative bodies except Congress, the Courts, and Governments of territorial possessions. Except war agencies that will expire within six months after the termination of the war. Define rule or rule making, and order or adjudication.

Provide for the publication of agency organization and procedure, and for either publication or public availability of rules, orders, and releases.

Provide for notice and procedure in the making of substantive regulations or regulations defining rights and duties.

Provide for notice and procedure in administrative adjudication, and authorize the issuance of declaratory orders.

Provide for the appearance of parties, investigations, and subpoenas as matters auxiliary to other types of administrative activity.

Provide requirements for hearings in connection with rule making or adjudication in cases where Congress has required a hearing and there is no subsequent new trial in court.

Limit penalties to authority conferred by law, prohibit denial of statutory benefits, and make special provision for licensing sanctions.

Restate existing rights of judicial review, with a specification of the categories of questions so reviewable.

Provide for the "internal" segregation of administrative prosecuting and deciding functions.

While the bills are nothing that can readily be grasped by the layman, it is sufficient to say that enactment of one of them is essential if the workings of the myriad of government bureaus, agencies and bodies under other names, are to be clear even to the lawyers who represent the manufacturers. At the present time the lawyers are groping in the dark in dealing with many of these agencies and are unable soundly to advise their clients as to what course of procedure to follow. If one of these laws is enacted, manufacturers can be advised just where they stand with respect to the operations of these agencies.

Because there is not likely to be any appreciable lessening of this type of administrative law or bureaucracy in the years that lie ahead, it would be well to have such a bill enacted as soon as possible so that the bureaus and agencies could start bringing their activities into conformity with it and the people of the country could start working under administrative law in a manner that would be far more pleasant and infinitely more fair than under present conditions.

VOLCLAY BC MICRON BENTONITE

BENTONITE

BC VOLCLAY is colloidal bentonite in its purest form—a soft, impalpable, grit-free powder.

Sample on request

AMERICAN COLLOID COMPANY

363 W. Superior Street • CHICAGO, ILLINOIS

falba

Reg. U. S. and Foreign Countries

The Heart of LANOLIN

THE ORIGINAL ABSORPTION BASE

Write for booklet

Pfaltz & Bauer, Inc.

EMPIRE STATE BUILDING, NEW YORK

For Flowery Perfumes

Linalyl Benzoate

Linalyl Anthranilate

Linalyl Salicylate Linalyl Isobutyrate

Linalyl Methyl Tiglate

Terpenyl Formate Terpenyl Anthranilate

FAIRMOUNT CHEMICAL CO., Inc.

Manufacturers of Flavor and Perfume Chemicals

600 Ferry Street NEWARK, N. J.

Genuine Shellac

HAIR LACQUER BASE

FOR MANUFACTURERS

Makes new, FASTER DRYING, non-crystallizing, highest type hair lacquer . . . semi-liquid form . . . needs only alcohol (isopropyl or ethyl), water and perfume. Complete instructions furnished.

FINISHED HAIR LACQUER made from our base, perfumed and filtered, also available.

Samples on request

COLLINS LABORATORIES, Inc.

5003 DELMAR BLVD. - ST. LOUIS, MO.

Professional Service

THE COLUMBUS LABORATORIES
Analytical and Consulting Chemists
Bacteriologists
We have been solving problems pertaining to foods, drugs and cosmetics since 1893.
33 N. STATE ST. CHICAGO, ILL.

H. A. Seil, Ph.D. E. B. Putt, Ph.C., B. Sc.
SEIL, PUTT & RUSBY, Inc.
Analytical and Consulting Chemists
Formerly Experts for U. S. Dept. of Agriculture
Analyses Made Formulas Developed
Research Investigations Conducted
Specialists in the Analysis of
Beverages Essential Oils
Flavoring Extracts Toilet Preparations
Foods Spices Drugs
Proprietary Medicines Special Formulas
Pyrethrum, Rotenone and other Organic Insecticides
Lab's: 16 East 34th St. New York, N. Y.
Telephone MUrray Hill 3-6368

IDEAS — PATENT YOUR IDEAS — send a Sketch or Model of your invention for CONFIDENTIAL ADVICE FREE EXPLANATION LITERATURE — Z. H. Polachek 1234 BROADWAY NEW YORK — PATENT ATTORNEY ENGINEER — U. S. Pat. Off. records searched for ANY Invention or Trade Mark

GEORGE W. PEGG, PH. C.
Consultant
Drugs — Cosmetics — Industrial Alcohol
Flavoring Extracts
Labeling — Formulas — Processes
152 West 42nd St., New York 18, N. Y.
Telephone Wisconsin 7-3066
Washington Address: 2121 Virginia Ave., N.W. Washington 7. D. C. c/o Dr. George W. Hoover

For
NATIONAL DISTRIBUTION
in the
WHOLESALE DRUG & DEPT. STORE FIELD
it's
JACK LEESE ASSOCIATES
551 Fifth Ave. New York 17, N. Y.
well-known, well-liked, well-connected in the entire industry

***ARLINCO RESEARCH LABORATORY, INC.**
Research, Formulation and Application to the Industry.
Ethical Pharmaceuticals, Drugs, Cosmetics and Perfumery.
333 W. 52nd St., New York 19, N. Y. Circle 5-7924
* A-R-L-inco means: Applied Research Laboratory, Incorp.

Machinery for Sale

Complete line of rebuilt, guaranteed machinery. See detailed announcement on Page 589 of Consolidated Products Co., 20-21 Park Row, New York City.

CONVEYORS, DRYERS, FILLERS: Liquid powder, tube; Filters, Kettles, Labelers, Mills, Mixers, Coating Pans, Percolators, Sifters, Tablet Machines, Tanks, etc. Send us your inquiries and a list of your idle equipment. Loeb Equipment Supply Co., 912 North Marshfield Ave., Chicago 22, Ill.

FOR SALE: Colton and Stokes Tube and Jar Fillers; Rotex Sifters; Packaging and Labeling Machinery; Belt Conveyors; Powder Mixers; Pulverisers; Kettles; Tanks; etc. Your inquiries solicited. BRILL EQUIPMENT COMPANY, 225 WEST 34th STREET, NEW YORK 1, N. Y.

GUARANTEED rebuilt cosmetic and chemical equipment available for immediate shipment; Dry powder Mixers up to 3000 lbs.: Fillers for powders, liquids and semi-liquids; Stokes Tablet Machine, model O. H and R; Glass lined Tanks and jacketed Kettles up to 750 gallon capacity; Grinders, Pulverizers, Hammermills, Rotex Sifters, Roller and Belt Conveyors, Dryers, Portable Agitators, Pony Mixers. Send for complete list. FIRST MACHINERY CORP., 819-827 East 9th Street, New York, 9, New York.

JUST PURCHASED: 6—Stokes, Colton, Fitz-Killion Rotary Tablet Machines; 5—Stokes, Colton Single Punch Tablet Machines; Day 30" Copper Coating Pan; W. & P. 20 and 150 gal. Mixers; Ermold Labelers; Tube and Jar Fillers; Powder Mixers, 800 and 2000 lbs.; Pulverisers; Kettles; etc. Your inquiries solicited. BRILL EQUIPMENT COMPANY, 225 West 34th Street, New York 1, N. Y

FOR SALE: 4—½" & ¾" Single Punch Tablet Machines; Portable Electric Agitators ¼ to 2 HP; 20-50 gal. agitated steel Tanks, with Nettco drives; Day 8 & 15 gal. Pony Mixers; Copper Jack, Kettles 15 to 150 gals.; 3—Homogenisers, 7½ & 10 HP motors; Double Spiral Mixer 150 gal.; 1—D. & B. 2000 lb. double arm Steel Powder Mixer; 2—Blystone jacketed, horizontal, Paddle Type, Steel Mixers, 2000 lbs. capacity; 40 to 150 gal. single & double arm, heavy duty, horizontal Mixers; Paste, Powder & Liquid Mixers; Filling Machinery; Kettles & Tanks; Grinders, Crushers & Pulverizers; Sifters & Screens; Pebble & Jar Mills; Stills & Columns; Filters & Filter Presses; Dryers; Centrifuges; Pumps. Send us your inquiries. We buy your surplus equipment. Stein Equipment Co., 426 Broome St., New York 13, N. Y.

1—International 14 Spout Stainless steel Vacuum Filler for small bottles—2¼" centers—5/16" spouts.
1—Stokes Chemical Mixer, Jacketed—3' x 4' x 8' long with agitator.
2—Patterson Horizontal Jacketed Agitators 4' x 4'6" x 20'
2—15 HP Attrition Mills.
1—Pneumatic Scale Straightline Duplex Labeler Front and Back.
1—Resina Automatic Screw Capper.
1—40 gallon Copper Jacketed Kettle with agitator.
1—150 gallon Copper Vacuum Still with agitator—gas fired.
Also:—New Stainless Steel Tanks—Gravity Conveyors in Stock. Write For Latest Stock List. PERRY EQUIPMENT & SUPPLY COMPANY, 1515 W. Thompson Street, Phila., 21, Penna.

FOR SALE—Pfaudler Glass Lined Tanks 100 and 600 gallon; Shriver and Sperry Filter Presses 12" to 42" closed delivery; Buflovac Vacuum Drum Dryer 24" x 20"; Two Truck Atmospheric Dryer 7' x 6' 7"; Portable Agitators; Conveyors; Copper, Aluminum, and Stainless Steel Kettles; etc. Send us your inquiries and lists of surplus. MACHINERY & EQUIPMENT CORPORATION, 533 West Broadway, New York 12, N. Y.

Machinery Wanted

WANTED: YOUR SURPLUS EQUIPMENT. Single items such as Filters, Fillers, Tablet Machines, Kettles, Mixers, etc. or complete plants for liquidation. Your inquiries solicited. BRILL EQUIPMENT COMPANY, 225 West 34th Street, New York 1, N. Y.

Machinery Wanted

HIGHEST PRICES PAID FOR GOOD EQUIPMENT. FIRST MACHINERY CORPORATION, 819-837 East 9th St., New York 9, N. Y.

Help Wanted

PERFUMER: Important perfume manufacturer requires the services of expert perfumer-chemist with the experience necessary to take complete charge of compounding. Must have creative ability to devise new perfumes. Complete knowledge sources raw materials essential. Salary and other details dependent on ability. Address Dept. 5M, Post Office Box 26, Trinity Station, New York City.

PHARMACEUTICAL CHEMIST. Nationally known mid-west manufacturer requires young man with experience in development and production of proprietary drug products. This is a permanent position with salary commensurate with qualifications. In reply submit outline of training and experience, draft status, availability, pertinent personal data and salary required. Box 628, DRUG & COSMETIC INDUSTRY.

CHEMIST with analytical and development experience in the toilet goods and proprietary medicine field. Good chance for advancement with company having large post-war expansion program. Established plan of regular increases and many other employee advantages. Give summary of education and experience and state starting salary expected. Box 627, Drug & Cosmetic Industry.

CHIEF CHEMIST—Development and manufacturing control, beauty products manufacture, in St. Louis. Give complete details and salary requirements in first letter. Box 629, DRUG & COSMETIC INDUSTRY.

PHARMACEUTICAL CHEMICAL SALESMAN—We offer an interesting opportunity to a young man who is qualified to represent our company in offering our pharmaceutical chemicals an i vitamin materials to leading pharmaceutical and cosmetic houses; to work out of our New York office. Please communicate by letter only giving experience, age, education and expected salary. R. W. GREEFF AND COMPANY, INC., 10 Rockefeller Plaza, New York 20, N. Y.

Situations Wanted

PHARMACEUTICAL CHEMIST. Experienced manufacturing, production, supervision, development research and control of pharmaceuticals. B. S. Pharmacy. Desires position as production. Box 636, DRUG & COSMETIC INDUSTRY.

CHEMIST 3 years experience, research, analytical and development work in the field of soaps, cosmetics, aromatics. Compounding formulas. Interested in good opportunity. Box 639, DRUG & COSMETIC INDUSTRY.

PHARMACEUTICAL CHEMIST desires position with post-war future in production, supervision or development. Experienced all phases pharmaceutical manufacture, supervision, analysis and new product development. B.S. Phar., married, 4F. Box 637, DRUG & COSMETIC INDUSTRY.

SALES REPRESENTATIVE—Los Angeles and Pacific Coast territory. Essential Oils, Aromatic Chemicals, Flavors. Ten years selling to Cosmetic, Flavor and Pharmaceutical trade. Salary and commission or straight commission. Box 638, DRUG & COSMETIC INDUSTRY.

Business Opportunities

WELL ESTABLISHED Wholesale Drug House in Canada would consider additional lines for Jobbers or Drug Trade. Manufacturing and Packaging equipment available. Box 606, DRUG & COSMETIC INDUSTRY.

AGENT to represent manufacturers of cosmetic raw materials in European countries. Box 631, DRUG & COSMETIC INDUSTRY.

CONSULTANT—ESSENTIAL OILS, perfumes, cosmetics, flavors. Advice on formulas and manufacturing processes. Fee on retainer basis. Box 633, DRUG & COSMETIC INDUSTRY.

COSMETIC CHEMIST will purchase small, going, manufacturing enterprise in cosmetic, drug or allied field. Send details in confidence. Box 635, DRUG & COSMETIC INDUSTRY.

FOR SALE: New black plastic caps—continuous thread construction. We have one million 38 mm. and one million 48 mm. Send inquiries to the Pharma-Craft Corp., 113-119 West Hubbard Street, Chicago 10, Illinois.

FORTY year old established mid-west cosmetic company with ample production facilities, labor and materials for the manufacture of a complete line of cosmetics, including colognes and perfumes, now seeking a connection to manufacture for post-war business from a concern seeking mid-west production. All replies treated confidentially. Box 634, DRUG & COSMETIC INDUSTRY.

FOR SALE: 800,000 various small drug and cosmetic paper boxes 2 oz.-8 oz. size. Individual bottle cartons, 2 oz. Spice Cans, Caps, closures, etc. Remit 25c to pay postage on box assorted samples. LaPura Products Company, 711 Summit St., Toledo, Ohio.

SALES REPRESENTATION

Capable, thorough and frequent coverage of toilet goods outlets, on commission or fee basis. We invite investigation.

MERZ-MIHM, 38 W. 32nd St , New York, N. Y., or 567 E. Illinois St., Chicago, Ill.

ALL SHADES OF
COSMETIC COLORS
Guaranteed to meet Food, Drug and Cosmetic standards.
also
For export to meet various requirements.
Send for samples and prices
LEEBEN CHEMICAL CO., Inc.
389 Washington St., New York 13, Tel.: WAlker 5-0210-0211

FOUNDED FRL in 1922
"Laboratory-proven facts are the strongest foundation for your advertising campaign."
FOOD RESEARCH LABORATORIES, INC.
48-14 Thirty-Third Street, LONG ISLAND CITY—1, New York
RESEARCH, ANALYSES, and CONSULTATION for the FOOD, DRUG, and ALLIED INDUSTRIES

TERPIN HYDRATE SEYDEL
U. S. P.
CRYSTALS and POWDER
Comprehensive Booklet
Available on Request.
SEYDEL CHEMICAL CO.
ESTABLISHED 1904 JERSEY CITY 2, N. J.

HEMA DRUG CO., INC.
Telephone NEwtown 9-2110
66-38 Clinton Avenue Maspeth, New York
HORMONES
Solutions and Crystalline
Fine Chemicals and Pharmaceuticals
Parenteral Solutions Supplied in Bulk for Ampuling
All solutions biologically controlled
Rare Drugs

STATEMENT OF THE OWNERSHIP, MANAGEMENT, CIRCULATION ETC., REQUIRED BY THE ACT OF CONGRESS OF AUGUST 24, 1912

Of The Drug and Cosmetic Industry, published monthly at Pittsfield, Mass., for October 1, 1944

State of New York, County of New York—ss

Before me, a notary public in and for the State and county aforesaid, personally appeared Thomas R. Farrell, who, having been duly sworn according to law, deposes and says that he is the Editor of The Drug and Cosmetic Industry, and that the following is, to the best of his knowledge and belief, a true statement of the ownership, management (and if a daily paper, the circulation), etc., of the aforesaid publication for the date shown in the above caption, required by the Act of August 24, 1912, embodied in section 443, Postal Laws and Regulations, printed on the reverse of this form, to wit:

1. That the names and addresses of the publisher, editor, managing editor, and business managers are: Publisher, Drug Markets, Inc., 101 West 31 St., New York, N. Y.; Editor, Thomas R. Farrell, 101 West 31 St., New York, N. Y.; Managing Editor, Elmer Sheets, 101 West 31 St., New York, N. Y., Business Manager, Frazer V. Sinclair, 101 West 31 St. New York, N. Y.

2. That the owner is: (If the publication is owned by an individual his name and address, or if owned by more than one individual the name and address of each, should be given below; if the publication is owned by a corporation the name of the corporation and the names and addresses of the stockholders owning or holding one per cent or more of the total amount of stock should be given.) Drug Markets, Inc., Frazer V. Sinclair, Thomas R. Farrell.

3. That the known bondholders, mortgagees, and other security holders owning or holding one per cent or more of total amount of bonds, mortgages, or other securities are: (If there are none, so state.) None.

4. That the two paragraphs next above, giving the names of the owners, stockholders and security holders, if any, contain not only the list of stockholders and security holders as they appear upon the books of the company but also, in cases where the stockholder or security holder appears upon the books of the company as trustee or in any other fiduciary relation, the name of the person or corporation for whom such trustee is acting, is given; also that the said two paragraphs contain statements embracing affiant's full knowledge and belief as to the circumstances and conditions under which stockholders and security holders who do not appear upon the books of the company as trustees, hold stock and securities in a capacity other than that of a bona fide owner; and this affiant has no reason to believe that any other person, association, or corporation has any interest direct or indirect in the said stock, bonds, or other securities than as so stated by him.

5. That the average number of copies of each issue of this publication sold or distributed, through the mails or otherwise, to paid subscribers during the six months preceding the date shown above is (This information is required from daily publications only.)

Thomas R. Farrell, Editor.

Sworn before me this 4th day of October, 1944, Edward N. Mueller, Notary Public.

My commission expires March 30, 1945.

EXCLUSIVE
PRIVATE BRAND
COSMETICS
COSMIA
COSMIA LABORATORIES
95 MADISON AVENUE
NEW YORK 16, N. Y.

GUMS
ARABIC KARAYA TRAGACANTH
QUINCE SEED GALL NUTS
D. S. DALLAL & CO.
261 Fifth Ave., New York 16
IMPORT MUrray Hill 3-0452 EXPORT

STEARATES

ZINC STEARATE
CALCIUM STEARATE
ALUMINUM STEARATE
MAGNESIUM STEARATE

STEARATE OF MAGNESIUM

Light, Great Adhesiveness. Pure White. Immeasurable Fineness. Heavy if desired. Dusts out under the puff like the finest pollen. Made to satisfy most exacting requirements.

Prompt Shipments in any quantity
Write for samples and prices

STOCKS CARRIED: Chicago, St. Louis, San Francisco, Los Angeles, Kansas City, Mo., Philadelphia, Shawnee, Oklahoma.

STEARATE OF ZINC

Odorless, Impalpable. Pure White. Water Resisting. Great Adhesiveness. Light or Heavy as desired. Highest standard of Purity and Uniformity.

FRANKS CHEMICAL PRODUCTS CO., INC.

55 — 33RD STREET BROOKLYN, N.Y.

BUSH TERMINAL BLDG. NO. 9

{Index to Advertisers}

Abbott Laboratories....612
Allied Products, Inc....Insert facing 528
Aluminum Seal Co....Insert facing 549
American Colloid Co....625
American Druggist....510
Anchor-Hocking Glass Corp....555
Andresen, J. C....527
Ansbacher-Siegel Corp....527
Armour & Company....613
Armstrong Cork Co....550
Aromatic Products, Inc....Insert facing 524
Baker Chemical Co., J. T....Insert facing 569
Benzol Products Co....615
Bridgeport Metal Goods Mfg. Co....563
Broder, Harry, Inc....556
Brown Bag Filling Machine Co....588
Bruck Advertising Corp., Franklin....608
Burke Company, Edward S....598
Bush & Co., W. J....598
Calco Chemical Co., Inc....509
California Fruit Growers Exchange....Insert between 528-529; 615
Can Manufacturers Institute....Insert facing 548
Carbide & Carbon Chemical Corp....511
Carr-Lowrey Glass Co....560
Celluplastic Corp....561
Chemo-Puro Mfg. Corp....623
Colgate-Palmolive-Peet Co....623
Collins Laboratories, Inc....625
Colton Co., Arthur....587
Consolidated Fruit Jar Co....562
Consolidated Products Co., Inc....589
Continental Can Co....557
Cosmia Laboratories....627
Dallal & Co., D. S....627
Dispergent Co., The....514
Dodge Cork Co....546
Dodge & Olcott Co....Insert facing 568
Douglas-Guardian Warehouse Corp....504
Dow Chemical Co....Insert facing 600; 503, 566
Dreyer, Inc., P. R....520
Drury & Co., A. C....613
Duche & Sons, Inc., T. M....613
Dunkel & Co., Paul A....599
Durlin Corp....Insert facing 513
Duval Compagnie....623
Eisler Engineering Co....586
Empire Box Corp....558
Ertel Engineering Corp....584
Evans Chemetics, Inc....524
Fairmount Chemical Co....625
Felton Chemical Co., Inc....Insert facing 601
Fezandie & Sperrle, Inc....623
Fine Organics, Inc....612
Firmenich & Co., Inc....Cover 4
Florasynth Labs., Inc....Insert facing 521
Fontaine Products Corp....559
Food Research Laboratories, Inc....627
Franks Chemical Prod. Co., Inc....628
Fritzsche Bros....Insert between 596-597
Gardner-Richardson Co....Insert facing 565
General Drug Co....Insert facing 516
General Electric Co....578
Givaudan-Delawanna, Inc. Insert between 516-517
Glass Container & Cap Outlet Co....562
Glycerine Producers Assn.. Insert between 512-513
Greeff & Co., R. W....610
Gunning and Gunning....610
Hagerty Bros. & Co....588
Hazel-Atlas Glass Co....Insert facing 556
Helfrich Labs., Inc....Insert between 524-525
Hema Drug Co., Inc....627
Heyden Chemical Corp....Insert facing 504
Hinde & Dauche Paper Co., The....554
Hopkins & Co., J. L....615
Horix Machine Co....587
Hormann & Co., F. R....589
Horner, Inc., James B....519
House of Hollywood....610
Huisking & Co., Inc., Chas. L....592
Illinois Water Treatment Co....585
Industrial Chemical Sales....Cover 2
Inland Alkaloid Co....614
Interstate Color Co., Inc....624
Intramed Co., Inc....614
Jelly & Co., Walter H....620
Kachurin Drug Co....606
Kelton Cosmetics Co....612
Kessler Chemical Co....608
Kimble Glass Co....Insert facing 508
Kohnstamm & Co., H....Insert facing 512
Kolmar Laboratories....Insert facing 505
Kurz-Kasch, Inc....562
Lautier Fils....602
Leeben Chemical Co., Inc....627
Lemke & Co., B. L....615
Lever Brothers Co....614
L & K Laboratories....518
Lueders & Co., George....513
Lusteroid Container Co....564
Magnus, Mabee & Reynard, Inc....594
Mallinckrodt Chemical Wks....Insert facing 529
Manners & Co., Ltd., Geoffrey....508
Martin Laboratories....522
Maryland Glass Corp....Insert facing 557
Merck & Co., Inc....516
Metal-Glass Products Co....565
Miranol Chemical Co., Inc....611
Monsanto Chemical Co....590
National Can Co....506, 507
National Sawdust Co., Inc....589
Naugatuck Aromatics....526
New England Collapsible Tube Co....501
N. Y. Quinine & Chemical Works....523
Norda Essential Oil & Chemical Co....515
Orbis Products Corp....574
Oxzyn Company....521
Package Machinery Co....576
Parento Co., Compagnie....Insert between 512-513
Paris Cosmetics, Inc....Insert facing 525
Parsons Imports, M. W....598
Penick & Co., S. B....Insert facing 517
Pfaltz, Harry E....599
Pfaltz & Bauer Co., Inc....625
Pfizer & Co., Inc., Chas....570
Pittsburgh Plate Glass Co....586
Pneumatic Scale Corp., Ltd....Insert facing 564
Polak & Schwarz, Inc....624
Powell & Co., Inc., John....615
Pulverizing Machinery Co....589
Republic Filters, Inc....586
Ritchie & Co., W. C....Insert between 524-525
Robinson Wagner Co....592
Ross, J. O. Engineering Corp....580
Schimmel & Co., Inc....512
Schofield-Donald Co., Inc....621
Seeley & Co., Inc....622
Seydel Chemical Co....627
Sherwood Refining Co....606
Smith, George F....624
Sonneborn Sons, Inc., L....505
Stafford-Allen & Sons....517
Standard Alcohol Company....604
Standard Specialty Tube Co....564
Standard Synthetics, Inc....Insert facing 520
Stanton Laboratories....622
Stevens-Wiley Mfg. Co....563
Stokes Machine Co., F. J....582, 586, 587
Stokes & Smith Co....588
Sturge Ltd., John & E....525
Swindell Bros., Inc....552
Syntomatic Corp....Insert between 528-529
Thurston & Braidich....610
Tombarel Products Corp....618
Union Carbide & Carbon Corp....511
Ungerer & Co., Inc....Cover 3
U. S. Automatic Box Machinery Co., Inc....Insert facing 509
U. S. Bottlers Machinery Co....565
U. S. Industrial Chemicals, Inc....Insert between 572-573
Vacuum Distillation Co....624
van-Ameringen-Haebler, Inc....Insert between 508-509
Vanderbilt Co., R. T....612
Van Dyk & Co....616
Verley & Co., Albert....528
Vorac Company, The....613
Welch, Holme & Clark, Inc....602
Whittaker, Clark & Daniels, Inc....617
Will & Baumer Candle Co....611
Wilson Laboratories, Inc....620
Winthrop Chemical Co., Inc....604
Wolf & Co., Jacques....614
Zimmerman Incorporated, N. F....575